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Thirty-Fourth Year

GRAND RAPIDS, WEDNESDAY, APRIL 25, 1917

Number 1753

The Source of All Happiness

To do a thing for the pure joy of doing it; to try and see things not solely from your own little viewpoint but also from the viewpoint of the other fellow; to admit, mentally, that there may be others in this world besides yourself; to keep plugging right straight along all the time, seeking to get all the joy and satisfaction out of each moment; to never be content with mediocrity, never admit defeat, never grow weary in your striving for the heights—THAT is Happiness! And the really and truly happy man or woman is the successful one. The world smiles WITH you—but it laughs AT you. And should it laugh at you in the beginning, if you smile back and keep on plugging, soon an answering smile will come—and you have been admitted into the Clan of the Happy.

If you stand upright and defy this world to present a situation in which you can not find a ray of happiness, you will find that more and more happiness comes to you each day. Don the armor of unassailable Happiness, friend. Buckle it tight around you and take in your hand the sword of Purpose and the seeming giants of despair will dissolve into jibbering ghosts with no power to harm. Insist on being happy. Let nothing swerve you from that purpose.

Bread is the Best Food

It is the easiest food to digest.
It is the most nourishing and, with all its
good qualities, it is the most economical food.
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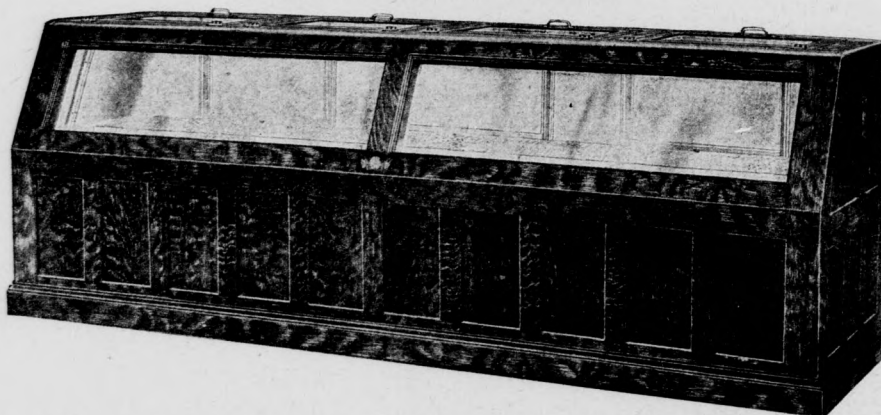
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MICHIGAN TRADESMAN

Thirty-Fourth Year

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GERMANIC DREAMS VANISH.

The collapse of Germany's colonial empire—its loss to its enemies of a larger colonial domain than France lost in the wars of the eighteenth century—is now an old story of this war. The varying but almost unanimous declarations of hostility by the Latin-American states raise further questions as to the future of her commercial empire. Of China, whose rupture of relations with Germany was not perhaps generally regarded in this country as an event of high importance, London has very positive ideas.

Twenty years ago the German Emperor invented the metaphor of the "mailed fist" to express a possible menace to the decrepit Chinese empire, and now a sweep of that fist has wrecked the whole apparatus of Kultur laboriously raised in China. Berlin has closed another of the most hopeful fields for the perfectly legitimate expansion of German influence and trade.

A few figures will best exhibit the magnitude of the present and prospective German loss. Of the twenty-six railway or other loans contracted since 1894 by or on account of successive Chinese governments, German banks or investors are concerned conjointly with those of Entente countries in six, and with Austria-Hungary in one—the so-called "gunboat loan" of 1913. Interest on the German portions of all these debts is now suspended until after the war, and even then it may possibly be held in pledge for German indemnities in respect of damage suffered by China in the submarine blockade.

The ten ships now in Chinese ports, including a North-German Lloyd and a Hamburg-American liner, with others of smaller tonnage, together with three Austrian liners will probably be treated as prizes of war; but all that is only a very small part of the German loss. The Shantung Railway, with its capital of \$13,500,000, running from Tsing-tau, in the Kiaochau Protectorate, to Tsinan-fu, the capital of Shantung, is a German enterprise; it has a branch to the mining districts, which are being exploited by a German company; and new lines, representing a capital of \$17,500,000, are under construction connecting it with

the Tient-sin-Pukow Railway, also mainly a German enterprise.

All these lines will now pass out of German control, probably forever. The Deutsch-Asiatische Bank, with its six branches in Chinese commercial centers and a capital of about \$5,000,000, will presumably be wound up. In 1913 Germany stood fourth on the list of foreign countries doing business in China, with 273 firms and 3,013 residents.

All these perfectly legitimate and even laudable effort to develop Chinese resources and German interest in them are now cut short, almost beyond the possibility of resumption, by the stupid and brutal ruthlessness of the German government in the English Channel and the Atlantic. No wonder that the Vorwarts and the Frankfurter Zeitung, always strong, for different reasons, in their economic information, are alarmed at the prospect for German commerce. When Germany intervened in Venezuela, the German community there resented her interference by refusing to join in the Kaiser's birthday festivities on board the German warships. What must the peaceable and enlightened German merchants in China be thinking of the Kaiser now?

The weekly toll of British submarine losses has become so uniform as to give ground for believing that something like a permanent balance has been established between the German attack and the British defence. For the tenth week of unrestricted U-boat warfare the figures indicate a monthly tonnage loss of about 300,000; the daily sailings and departures from British ports are absolutely normal, and the proportion of U-boat hits to misses is about the same. Everything indicates that there has been gross exaggeration in the number of submarines which Germany had at her disposal when she began the new warfare, and the number of boats that she turns out from her shipyards. The number of British merchantmen sunk or unsuccessfully attacked last week was forty-three. The number of merchantmen that arrived or left during the week was 4,710. In other words, the U-boats got within striking distance of about one out of every 100 ships traversing the barred zones, a result which far from justifies the common impression of German periscopes forming a close wall around the British isles. As to the weekly output of three new submarines in the German shipyards it is to be noted that there has been no increase in sinkings in the course of ten weeks, and this in spite of the more favorable weather and the lengthening days.

Greatness brings with it no adequate compensation for the pain that follows surrender of the free soul.

WAR UPON WASTE.

The President has issued General Order No. 1 to the army of the Nation—the people of the United States. It is issued by him in his capacity of Chief Executive of the entire body of the citizenship. It is to be obeyed as loyally and faithfully by the ununiformed army, the whole citizenry, as though it were an order issued by the President in his capacity of Commander-in-Chief of the Army and the Navy to the uniformed forces of the Nation. The order in brief is: Avoid waste, practice economy, organize resources, increase production. That it is couched in terms addressed to the reason rather than framed in abrupt military style diminishes in nowise either the force of its meaning or the obligation of compliance. It is a tribute to the personal intelligence of the individuals who compose this free Nation that the President should convey his just command in that form and it puts an obligation on the Nation to see to it that the confidence reposed is justified by the event. The country is at war and for no selfish end. It is our duty in prosecuting that war to utilize from the outset as efficiently and intelligently as possible all the National advantages of the country that the strain of war shall be borne with as little loss as may be in lives and resources. The President has expressed this most temperately and at the same time clearly, forcefully, unanswerably. All aspects of the matter have been touched upon, have been expounded, and have been made clear with an insight as well as a foresight which render it inconceivable that the Nation should not recognize the essential truth of the major propositions advanced. The duty is to be performed and by each and all. There is quite as much of disgrace in shirking one's civilian duty as there would be were it a military duty. Finally one should note that a great part of that duty lies in the strict avoidance of any minimizing either to one's self or to others of the importance of a compliance with the President's message to the people. Indeed, it would be perilously near the crime of treason to the United States so to do for it would be to render aid and comfort to the enemy, and if any one should thoughtlessly so speak as to minimize the duty in the mind of a single individual, he should be checked and admonished.

PRESENT METHODS FUTILE.

All through the winter a condition such as now exists in the canned goods trade has been freely predicted, namely, a distinct shortage in many lines and inflated prices. Now that it is actually at hand there seems to be surprise that such conditions should exist, but it is

noteworthy that there is more willingness to accept the explanation of actual food shortage as a fact and not as an excuse for speculative boosting. The consumer, on the contrary, is the one who stands in the light of public condemnation as one, or rather as a class, responsible to a large degree for excitement and inflation in the present crisis, for it is because of a universal desire to hoard foodstuffs, and especially canned goods, that the demand has kept up at such a feverish pace during the past few weeks. Very shortly, however, there should come a time when the demand must halt. The goods that have been put away must be eaten up. There have been times in the past when there has been hysterical hoarding, notably at the beginning of the present war, to be inevitably followed by a period of dullness during which there has been at least a partial readjustment of values.

The navy's attempt to obtain supplies according to the old-fashioned methods has perhaps been the greatest item of interest, as it has thoroughly revealed the impossibility of assembling any great quantity of canned goods. There is scarcely any doubt that the next attempt on the part of the Government to secure supplies will be made on a more scientific basis. This, apparently, is one phase of Government operation that has not kept pace with the experience gained by the war. It is possible that the offers of the wholesalers to place their establishments at the service of the Government came too late to be available in the present instance, but the results must certainly have impressed upon the authorities the futility of present methods.

It has been said that a man's character is revealed in his every act, if one but have eyes to see it. Something like that seems at least true of the national character. One may study the methods of England and of Germany, in the raising of war loans. The English consider the subscription to a war loan as a positive act, deserving of praise. The Germans take a negative view. Their advertisements show it. Germany has been constantly attempting to add to her gold supply, by exchanging banknotes for gold coin. One of the signs, according to Mr. Gerard, reads something like this: "If you hold back a piece of gold, you are a traitor to the Fatherland." In other words, it is not a fine thing financially to aid one's country; it is merely a contemptible thing not to.

Governor Sleeper has approved the law enacted by the Legislature relieving the tenant of responsibility from paying rent on leased property after the building has been rendered untenable by fire or the elements.

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, April 23—R. Earl Lower Sheridan, has filed a petition in bankruptcy. The schedules of the bankrupt show liabilities of \$7,436.41, and assets of \$7,052.60, including stock in trade listed at \$5,800. The list of creditors scheduled is as follows:

Harmon W. Taylor, Sheridan (secured)	\$5,632.00
Ideal Clothing Co., Grand Rapids	119.00
C. W. Mills Paper Co., Grand Rapids	71.25
W. F. McLaughlin Co., Chicago	24.00
Perry Barker Candy Co., Lansing	29.70
M. Piowaty, Grand Rapids	13.18
Dunkirk Seed Co., Dunkirk, New York	19.00
Earle B. Slawson, Greenville	39.00
G. R. Calendar Co., Grand Rapids	16.20
Renfro Bros., Chicago	10.14
Jennings Mfg. Co., Grand Rapids	13.35
Peter Dornbos, Grand Rapids	17.50
Boye Needle Co., Chicago	5.71
Widlar Company, Cleveland	10.60
Aikman Bakery Co., Port Huron	47.54
Richardson Garment Co., Kalamazoo	111.00
John H. Swisher, Newark, O.	18.40
Elpstein, Rosenberg & Klien, Toledo	81.92
Clark & Host, Milwaukee	46.96
Aene Silver Co., Cleveland	27.00
Eureka Coffee Co., Buffalo	25.20
Oceana Canning Co., Shelby	103.75
National Corset Co., Kalamazoo	68.24
Converse Rubber Shoe Co., Chicago	10.00
Van Eenam & Bro., Zeeland	34.00
Knight & Bostwick, Newark, N. Y.	3.50
Northrop, Robertson & Carrier Co., Lansing	444.00
J. Hale & Son, Ionia	207.00
New Century Co., Detroit	110.00
Bank of Sheridan, Sheridan	50.00

The first meeting of creditors was held this day. Walter H. Brooks of this city, was elected trustee, appraisers were appointed, and as soon as their report is on file and an offer for the assets received, the sale will be noticed out for hearing.

In the matter of Edward O. Smith and Paul H. Smith, doing business as Smith Brothers, this city, who filed a voluntary petition in bankruptcy, the first meeting of creditors has been held. The schedules of these bankrupts show liabilities amounting to \$2,456.44 and assets amounting to \$725.

Following is a list of the creditors scheduled by said bankrupts:

Creditors Holding Securities.	
South G. R. State Bank, Grand Rapids	\$675.00
Gertrude Smith, Grand Rapids	525.00
Creditors Holding No Security.	
Abbott Garage, Grand Rapids	\$ 10.30
Aikman Bakery Company, Grand Rapids	13.70
Baxter Brothers, Grand Rapids	1.35
Boydland Creamery Company, Grand Rapids	52.99
A. E. Brooks & Company, Grand Rapids	32.52
Consumers Power Company, Grand Rapids	17.77
Detroit Auto Scale Company, Detroit	28.00
Ellis & Bashara, Grand Rapids	2.25
Friedman Mfg. Co., Chicago	7.68
Ferris Coffee Company, Grand Rapids	5.00
H. J. Hines Co., Grand Rapids	34.65
Hekman Biscuit Company, Grand Rapids	10.75
Imperial Mercantile Company, Perry, Ohio	44.17
Jennings Mfg. Company, Grd Rapids	3.00
Judson Grocer Co., Grand Rapids	387.00
Mettzgar Register Co., Elkhart	25.00
Mueller Bros. Art & Mfg. Co., Chicago	18.87
C. W. Mills Paper Co., Grand Rpd	2.28
Nat. Biscuit Co., Grand Rapids	9.15
Olthof Candy Co., Grand Rapids	9.87
William Roberts, Grand Rapids	17.41
Renfro Bros. Tea Co., Chicago	58.00
Standard Oil Co., Grand Rapids	13.74
Simolcity Wheel Co., Grand Rapids	15.00
E. Shaddie, Grand Rapids	63.70
Voigt Milling Co., Grand Rapids	17.12
Vanderele & Company, Grand Rapids	10.00
VandenBerg Cigar Co., Grd. Rapids	10.00
Vinkemul & Company, Grd. Rapids	18.68
Valley City Milling Co., Grand Rapids	19.40
I. Van Weston Brugge, Grd. Rapids	11.52
Watson Higgins Co., Grand Rapids	32.16
Wilson & Co., Grand Rapids	40.04
Woolson Spice Company, Grand Rapids	6.90
Ross W. Weir, New York	42.05
The Widlar Co., Cleveland, O.	51.86
Wykes & Co., Grand Rapids	5.13
Washburn & Crosby Co., Grand Rapids	9.10
Wykes Fuel & Bldg. Material Co., Grand Rapids	17.70
Worden Grocer Company, Grand Rapids	177.50

The appraisers were appointed by the custodian and an appraisal taken before the first meeting of creditors was held. The first meeting was held at the same time as the sale of the stock in trade assets. The assets were sold Mr. W. Maxwell, of Kalamazoo, for \$500. Walter H. Brooks was elected trustee of the estate and his bond fixed at the sum of \$500.

Edwin F. Strong, bankrupt, Grand Rapids, has filed a voluntary petition in

bankruptcy. The first meeting of creditors was held to-day. The schedules showed liabilities amounting to \$406.71 and assets amounting to \$603.76, of which \$333.76 was due the bankrupt on open accounts. The creditors listed are as follows:

G. R. Lumber Co., Grand Rapids	\$ 7.23
Brummeler & Van Strien Co., Grand Rapids	102.90
Battjes Fuel & Bldg. Material Co., Grand Rapids	20.00
John D. Roelofs, Grand Rapids	6.25
Citizens Telephone Co., Grand Rapids	4.33
Henry Skutt Transfer Co., Grand Rapids	1.00
C. F. Crumbach Moving & Packing Co., Grand Rapids	9.00
Peter Kruizenga, Grand Rapids	61.00
Marquette Lumber Co., Grd Rapids	30.00
Standard Bld. Supply Co., Grand Rapids	155.00
M. J. Elenbaas Material Co., Grand Rapids	10.00

Henry Battjes was appointed trustee by the referee, appraisers were appointed to appraise the assets of this estate which consist of three lots in Homewood Park, Ivanrest township, Kent county.

Carl A. Da'laquist, bankrupt, Muskegon, who conducted a grocery business has filed his voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. George S. Norcross has been appointed custodian for the receiver. The first meeting of creditors has been called for May 3. Following is a list of the creditors of said bankrupt:

Creditors Holding Securities.

Anna Vos, Muskegon \$ 224.50 |

Moulton Grocer Co., Muskegon 1,770.00 |

Hume Grocer Co., Muskegon 1,200.00 |

Mrs. French, Muskegon 300.00 |

Union National Bank, Muskegon 335.00 |

Union National Savings Bank, Muskegon 130.00 |

Nat. Lumbermans Bank, Muskegon 60.00 |

Gus Larson, Muskegon 150.00 |

Creditors Holding No Security.

M. Piowaty Produce Co., Grand Rapids 43.00 |

National Grocer Co., Grand Rapids 20.60 |

National Biscuit Co., Muskegon 15.00 |

John Alberts, Muskegon 18.52 |

Arbuckle Bros., Chicago 16.00 |

Anderson Packing Co., Muskegon 100.00 |

Butler Bros., Chicago 43.54 |

Bell Conrad Co., Chicago 80.00 |

Day Bergwall Co., Milwaukee 25.00 |

E. J. Beukema, Muskegon 130.00 |

Boyd's Book Store, Muskegon 5.77 |

J. R. Biersdorf & Bros., Chicago 14.55 |

Grand Medicine Co., Chicago 20.00 |

Cedar Creek Dairy, Muskegon 86.35 |

Clover Leaf Dairy, Muskegon 80.00 |

R. L. Polk & Co., Muskegon 10.00 |

Delong Bros., Muskegon 25.63 |

Peter Dornbos, Grand Rapids 19.92 |

Donelson Bros., Muskegon 31.11 |

Mrs. Z. V. Emmens, Muskegon 54.19 |

Frank E. Hathaway, Muskegon 10.00 |

Heckman Biscuit Co., Grand Rapids 40.00 |

Francis Jiroch, Muskegon 125.00 |

Keobel & Bennett, Muskegon 4.45 |

Kern Candy Co., Muskegon 6.00 |

Lipman Bros., Muskegon 200.00 |

The Moore Co., Temperance 19.00 |

Liberty Root, Muskegon 50.00 |

W. W. Richards, Muskegon 30.00 |

Swedish Produce Co., Chicago 30.00 |

Shepard & McNamara, Muskegon 2.00 |

Standard Oil Co., Muskegon 20.00 |

Muskegon Chronicle, Muskegon 1.50 |

United Home Telephone Co., Muskegon 9.00 |

Valley City Milling Co., Muskegon 61.85 |

Walker Candy Co., Muskegon 90.00 |

Peoples Milling Co., Muskegon 140.00 |

Fred Christenson, Ravenna 18.00 |

T. A. Swartz, Muskegon 10.00 |

The total liability of the above bankrupt is \$5,874.12, while the assets amount to \$8,300, including \$2,600 which is due the bankrupt on open account. An endeavor is being made to collect as much as possible of this indebtedness.

Anthony Kuite, of Holland, doing business as a retail meat dealer, has filed a petition in bankruptcy. Adjudication has been made. Total liability is listed as \$2,126.08 and total assets at \$840.03. No meeting of creditors has as yet been called. Creditors are as follows:

C. L. Kuite, Holland \$ 202.95 |

Scott Lagers Lumber Co., Holland 75.00 |

James Kohl, Holland 7.00 |

Peter Maas, Holland 88.33 |

Holland Lumber & Supply Co., Holland 7.88 |

Bohuis Lumber Co., Holland 3.36 |

L. Vissers, Holland 23.34 |

A. Cook, Holland 13.00 |

Star Auto Co., Holland 47.00 |

Knipe, Holland 11.67 |

Dr. Prince, Holland 5.00 |

F. D. Miles, Holland 28.00 |

J. Nies Sons, Holland 8.22 |

Pepper & Vink, Fennville 96.08 |

Dr. Poppin, Holland 10.00 |

Citizens Telephone Co., Holland 9.00 |

Lampen Bros., Holland 18.00 |

B. Yonkers, Bloomingdale 118.20 |

C. Austin, Bloomingdale 81.30 |

C. D. Pendels, Bloomingdale 109.50 |

C. Corning, Bloomingdale 110.00 |

Peoples State Bank, Holland 1,035.00 |

Holland Auto Specialty Co., Holland 16.50 |

Ed. Brower, Holland 1.75 |

Some of your neighbors are permitted to live because it takes all kinds of people to make a world. That's the answer.

Stop Eating Canned Food and Prices Will Recede.

That the grocer is as anxious as any one else to check the climb of prices is shown by the frequency with which both jobbers and retailers are discouraging people from buying canned foods and encouraging them to make more general use of the fresh vegetables and fruits as they come in; and, happily, they are coming in more and more plentifully every day now from the South.

In an interview in a Philadelphia paper, Frank Halpen, of Halpen, Green & Co., of that city, declares that whatever fears the consumers have on being pinched by the scarcity of tin can can be avoided by refusing to purchase canned articles. He added:

"Consumers have lost their heads. Prices of canned articles have reached an outrageous figure. In the majority of cases the purchase of canned articles is a pure waste and as long as the public continues to load up in the fear that food will give out they will be subjected to high prices.

"I have stopped buying canned foods," he explained, "and I am advising my customers to do likewise. If the people will buy vegetables in bulk, such as peas and beans, instead of in cans, they will solve the question themselves. If they want to put up any vegetables in the preserving season, let them use their old glass preserving jars and do the work themselves.

"I have bought no canned goods for my own personal use, because it is not necessary. If it comes to starving, I know I will starve just as easily as any one else. But no one will starve. When tomatoes jump from 80 cents a dozen cans to \$1.50 in less than a year there is something wrong."

Can makers and glass jar manufacturers acknowledge conditions have gone beyond their control. George R. Reinhart, of the Hazel Atlas Glass Company, makers and distributors of the Mason canning jar, declared that the output of canning glass had been sold up to July, and that the manufacturers are accepting no further orders.

Detroit to Have New Fruit Packing Industry.

A corporation is being formed in Detroit, with a capital stock of \$750,000, to engage in the manufacture of prepared food products along lines somewhat similar to the Libby, McNeil & Libby Co., of Chicago and the H. J. Heinz Co. of Pittsburgh.

The corporation is being formed by C. E. Flanders and associates and is to be known as the Flanders Company. Three large factory sites, each having adequate railroad shipping facilities, are said to be under consideration. In addition to the main plant in Detroit, branch factories and salting stations for providing the supply of raw materials are to be maintained at various points in the country where large crops of fruits and vegetables are obtainable.

Mr. Flanders, President of the new company, has been associated with the manufacture and sale of prepared

food products for twenty years. He went to Detroit from Chicago about a year ago to take charge of the management of the Williams Brothers Company. The other officers of the corporation are C. A. Edsall, Vice-President, who until February this year was one of the executives of Arbuckles & Co., wholesale grocers of Pittsburg, and Arthur E. Johnson of Detroit, Secretary and Treasurer.

Bottom Facts From Booming Boyne City.

Boyne City, April 23—The First National Bank of Boyne City is advertising that it will assist farmers in procuring seed, tools, fertilizer and labor for the coming season's farming operation. The East end of Charlevoix county offers very decided inducements to people looking over good cheap farm lands. The cut-over hardwood timber lands are very productive and are beginning to attract attention of "back to the land" people.

Navigation will open here in a short time. The ice is beginning to loosen up in Pine Lake and shipment of iron ore and lumber will begin soon.

Railroads and other public service corporations are up against a serious proposition. Living costs are up and still going, labor is up and going higher, material is up and still rising, but rates are a fixed quantity. What is the answer?

The change in the law governing the State award for county roads has interfered with the plans for building the county roads system through the city, but the work is to be started, just the same, and prosecuted as far as possible.

Any one looking for a place to loaf and get rid of conventional clothes for summer vacation will find Boyne City and Pine Lake eminently adapted to such conditions. We wear some clothes and have some social life, but we are too busy to make either the aim and end of existence. Maxy.

Tact and Success.

Tact is a combination of good temper, ready wit, quickness of perception and ability to take in the exigency of the occasion instantly. It is never offensive, but it a balm allaying suspicion and soothing. It is appreciated. It is plausible without being dishonest, apparently consults the welfare of the second party and does not manifest any selfishness. It is never antagonistic, never opposes, never strokes the hair the wrong way and never irritates. Tact, like a fine manner, eases the way, takes the jar out of the jolts, oils the bearings, opens doors barred to others, sits in the drawing room when others must wait in the reception hall, gets into private offices when others are turned down. It admits you into exclusive circles, where wealth abounds, even though poor. It secures the position when merit is turned away. Tact is a great manager. It easily controls people, even when combined with small ability, when genius cannot get along.

Oka Town, who has traveled in Southern Michigan the past three years for the A. D. S., has engaged to cover Eastern Michigan for Eli Lilly & Co., of Indianapolis, succeeding S. B. McCullah, who is reported to have joined the Canadian army. Mr. Town will continue to make his headquarters in Allegan, where he has resided ever since he was a small child.

UPPER PENINSULA.

Recent News of the Cloverland of Michigan.

Sault Ste. Marie, April 23—C. J. Goppelt, the well-known traveling salesman for H. O. Wilbur & Sons, of Philadelphia, made a business trip to the Soo last week. He reports having had a very substantial increase of business, which he attributes largely to the people being educated to drink good cocoa instead of tea, which helps to a large degree to decrease the H. C. L.

Fred A. Stone, for the past several years chief clerk for the Pittsburgh Steamship Co. here, has been transferred to the main office in Cleveland, where he will have charge of the new statistical department. He will be succeeded by Thomas Hanson, the well-known leader of our local band. Mr. Stone made many friends while here who will regret his departure, but wish him every success in his new field.

"The pork packer has a queer way of doing business. After killing a hog, he cures it."

Major Wilson, now in command at Fort Brady and of the troops guarding the Soo locks, conferred with the business men here last week through the Civic and Commercial Club and endeavored to make satisfactory arrangements with the Soo merchants who seem to be affected by the war restrictions in loading at the Magazine street dock. The merchants greatly appreciate the consideration given them, but were unanimous in abiding by any necessary measure the Government might request, even though it would be detrimental to their own interests, as nothing would be asked for that would in any way interfere with the Safety First slogan.

"No man ever lost his self respect by being on the square."

All our local bankers have agreed to advance seed money without interest to the farmers. This is a move in the right direction, as it will be of great help at the present time. The citizens are also anxious to do their share in cultivating the vacant lots in and about the city and from present indications there should be a large potato crop for next year.

The Union Carbide Co., the Soo's largest industry, showed its patriotic spirit last week when it placed a large American flag on the flag staff, after which the large army of men sang "The Star Spangled Banner." A notice was placed in the building to the effect that the wages would be increased 20 per cent. May 1. Here is hoping that many others will follow in line.

W. H. Murner, the well-known lumberman of Raber, was a business visitor here last week. He is figuring on another big season's cut, as the future looks good to him from present indications.

The Soo Line has placed guards on the East and West river bridges near Rudyard.

McLaughlin Bros., the well-known merchants at Dafter, have let the contract for erecting a large combined warehouse and grain elevator which will be built in time for use next fall. This will be good news to the farmers in the vicinity of Dafter who will profit by the progressiveness of this enterprising concern.

W. R. Cowan, manager for the Prenzlauer Bros. store, left last week on a business trip East.

R. P. Hudson, the well-known attorney, accompanied by Mrs. Hudson, returned last week from an extended trip to the Pacific Coast. Bob got back just in time to get into the harness for Uncle Sam.

"Knowing things that are not so is the worst kind of ignorance."

Sam Winkelman, of St. Ignace, has purchased the entire stock of clothing, men's furnishings, hats, caps, etc., from John Mulcrone, who has retired from business. The stock is composed of the best lines of merchan-

dise, as Mr. Mulcrone cultivated the high-class trade. Mr. Winkelman is placing the entire stock on sale at reduced prices, which will be cheerful news for the St. Ignaceites at the present time.

The D., S. S. & A. is now enjoying the largest freight business in its history. It requires the two car ferries and many extra yard crews and freight trains to take care of the traffic. Indications are that the increased volume of freight will continue during the summer.

A sure sign of spring last week was the arrival of the pop corn man with his ware and store on wheels.

It is reported that Mrs. Geo. A. Metzger will run the new Muscalonge Hotel at the Snows the coming season.

The annual guessing contest at the Snows on the opening of navigation has not as yet been determined. The ice is still solid in the channel between Hessel and Cedarville. Henry C. Hossac was the successful prophet last year. There are many contestants and much interest is being taken in the opening.

Clyde Hecox, the well-known editor of the Enterprise, has on numerous occasions called attention to the fact that thousands of acres of Cloverland in Mackinac county furnished opportunities for profitable investments in the goat, sheep and general stock raising industry. He cites an extract from the Escanaba Journal containing the following: "During the month of June, 3,000 goats will be placed on a tract of 10,000 acres of land near Ralph. The land is covered with small second growths and the purpose in placing the goats on the land will be to clean off this growth, so that it can be broken up and sowed to grass and clover for the herd of beef cattle which will later be placed on it." This suggestion should appeal to many as a profitable investment. As Clyde is quite a goat getter himself he will be on the job to give any further information on the subject.

"It is sometimes difficult to distinguish between a sympathetic person and a curious one."

William G. Tapert.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, April 25—Creamery butter, extras, 45¢@46¢; first 44¢; common, 42¢@43¢; dairy, common to choice, 32¢@40¢; dairy common, all kinds, 25¢@30¢.

Cheese—No. 1 new, 24½¢@25¢; choice 24¢; old 25¢@27¢.

Eggs—Choice, new laid, 35¢; fancy hennery, 36¢; duck 36¢.

Poultry (live)—Fowls, 24¢@27¢; springs, 24¢@26¢; old cox, 18¢@20¢; ducks, 23¢@25¢.

Beans—Medium, \$9.00@9.25; pea, \$9.00@9.25; Red Kidney, \$8.00@8.25; White Kidney, \$9.00@9.25; Marrow, \$9.00@9.50.

Potatoes—\$3.00@3.35 per bu. Rea & Witzig.

The late Dick Savage, who died nearly twenty years ago, was once employed by a Detroit house whose manager was a crank on prohibition. When Dick paid a visit to the house he always posed as an enemy of Demon Rum. The head of the house was traveling through Grand Rapids on one occasion and thought he would stop over and see his model representative. He called a cab and went out to Dick's home, which was then located on Lyon street. He rang the bell and Dick's wife came to the door. "Does Mr. Savage live here?" asked the head of the firm. "Yes," yawned Mrs. Savage, "Carry him in."

An amateur may be a person who has entered the first stage of ignorance.

Time For Retail Dealer to Assert Himself.

Chicago, April 23—Many manufacturers, particularly makers of foods, place a retail selling price upon the package or can and also advertise it to the consumer.

Many of these same manufacturers have advanced their prices to the dealer until they now equal, and in one case which has come to our notice, exceeded, the retail price printed upon their package.

It seems to me, as a representative of the dealer's interest, it is about time the dealer asserted himself.

Without in any way boosting the game of a particular manufacturer, or group of manufacturers, I have prepared an article upon this timely subject, with the idea of arousing as much sentiment against the practice as possible. I look upon the trade press as the most efficient way of arousing dealer sentiment and am attaching some suggestions which I should be glad if they find a space in the next issue of your valuable paper, either in the phraseology I have employed or perhaps your editor will favor us with an article of his own. If you will indicate your willingness to use other articles upon this timely subject, we shall be glad to send them.

It is mighty important to the dealer. Charles I. Reed.

Judging from the recent disposition of certain manufacturers to have their Christmas dinner in Paris at the expense of the retailer by walking rough shod over the middleman without any regard for his rights, it would seem that the time has arrived for the retailer to show some of the splendid qualities which have won universal admiration for Belgium and her people. A few specialty manufacturers who have built up great and powerful institutions by the help of the retailer and who feel secure in their strength should possess enough patriotism to protect the buying public, instead of exploiting their friends by sky-rocketing their price lists.

Such an attitude can only be attributed to one of two motives—a desire to boost profits or a lack of confidence in their ability to meet new conditions. At any rate the retailers of to-day are placed in the same position as was "Little old Belgium," standing between two great factions with the opportunity of lying down, giving up their principles, allowing the great armies to march through. On the other side, they could fight for their rights and retain their self-respect and honor. Every one of our readers know which course they chose and the great lesson they have so nobly taught the world. Bringing the same principles home, there is need for more Belgians in business. This country needs them badly right now and you, Mr. Retailer, are the little country which stands between the forces of greed and need. On one side you have the unpatriotic manufacturer who thinks only of increased profits and swollen dividends;

on the other, the consumer protesting against the high cost of living. It is up to you to stop the invasion of dealer rights. If you don't give yourself a square deal, how can you expect one from the other fellow? How can you expect your customer to believe in you unless you meet conditions squarely and fairly? Why should you be the goat for the selfish manufacturer who, forgetful of the co-operation that you have given him for years, would now tramp you under foot.

The only way to judge these matters is to take the facts as a record to guide your purchases. The only fair price list to-day is the one which survives the scare-heads and is based on mutuality and harmony. If you submit to unreasonable reduction of your profits, the fault will be your own. Meeting new conditions is your job, but you should see to it that you are not imposed on. Show the manufacturer who gives you no consideration in these trying times that you are watching his treatment, for if you allow one destructive policy to wrong you it may become a commercial habit.

We predict that merchants will arise to the occasion and show some of the same spunk which the Belgians possessed, with the result that a few selfish manufacturers will awaken after the war cloud has passed to find that they have lost huge areas of territory besides losing dealer co-operation and good-will everywhere.

People who do nothing are apt to worry about what they will not do next.

Automobile Insurance a Necessity

The Danger by Fire, Theft and Damage Claims Against the Owner of an Automobile Makes it Necessary to Carry Automobile Insurance to Cover these Hazards.

The merchant and business man should select the company with a large and growing business prepared to take care of these claims when they occur. The Citizens' Mutual Automobile Insurance Company has a membership of 20,000 members. The Company started at the right time and had the first pick of the careful automobile owners. With about \$65,000 of assets, a large and active agency force, with a large and growing membership, it is the only Mutual Company prepared to take care of damage claims up to \$5,000. The Company is now on the third season, and has met all claims promptly, having paid over two hundred sixty claims.

Cost only \$1.00 for policy plus 25 cents per H. P. Write

W. E. ROBB, Sec'y

Citizens' Mutual Automobile Insurance Company, Howell, Mich.

Factory Brand Goods Shovels

Wood 1st Grade Wilson 3rd Grade Piqua 4th Grade

Manufactured by

Wood Shovel & Tool Company

Piqua, Ohio

A full line Diamond Brand Steel Goods always carried in stock. We solicit your mail orders and will ship same day order is received.

Michigan Hardware Company

Exclusively Wholesale

Grand Rapids, Michigan



Movements of Merchants.

Morrice—Edward Fineis has engaged in general trade.

Middleton—Mrs. W. C. Shepard has opened a bazaar store.

Jackson—The M. O. Dewey Co. has changed its name to the Dewey Fuel Co.

Eaton Rapids—Luther Van Auker has engaged in the cigar and tobacco business.

Marshall—Albert Miner, recently of Olivet, has engaged in the ice cream and restaurant business.

Big Rapids—The Lewellyn Bean Co. has increased its capital stock from \$10,000 to \$300,000.

Dimondale—George Berner has closed his bakery and will sell the stock and equipment as soon as possible.

Saginaw—The Saginaw Valley Ginsing Co. has increased its capital stock from \$30,000 to \$200,000.

Monroe—The Luft-Bice Co., engaged in the clothing business, has changed its name to Luft-Ott Co.

Jamestown—The Farmers' Co-operative Elevator Co. is being organized with a capitalization of \$20,000.

Zeeland—G. J. Boone & Co., dealers in general merchandise, are building an addition to their store building.

Cedar Springs—Fred Smith has purchased the grocery stock of John Warnock, taking immediate possession.

Concord—J. E. Dixon has removed his bakery to the Halsted block and installed a soda fountain and ice cream parlor.

Plainwell—Owing to failing health, George Townsend is closing out his grocery stock and will retire from business.

Morgan—J. W. Shaffer lost his store building and grocery stock by fire April 20. Loss, about \$7,000; insurance, \$1,700.

Holland—Anthony Kuite, meat dealer, has filed a voluntary petition in bankruptcy. Liabilities, \$2,126.09 and assets \$840.03.

Brighton—George Katz, who has conducted a hardware store here for the past forty years, died at his home April 22 of Bright's disease.

Sheridan—The Kelly Furniture Co. will move its stock from Grand Rapids to this place as soon as a building can be erected for its use.

Owosso—The Young-Randolph Seed Co. has purchased ground and will begin at once the erection of a large warehouse and office building.

Edmore—A. E. Stuart has sold his stock of dry goods, notions and shoes to several merchants at Barryton, who will divide and consolidate it with their own.

Portland—B. J. Beebe & Son will remove their stock of groceries to the Smith building May 1 and add lines of shoes and boots.

Jackson—Thieves entered the A. A. Dibble men's furnishing goods store April 19, carrying away the contents of the cash register.

Portland—Alphonzo Sulpizio, dealer in fruit and confectionery, is remodeling his store building and installing a plate glass front.

Jackson—Rountree Bros. have closed out their meat stock, located at Cooper street, and will devote their entire attention to wholesaling meats.

Kent City—A. H. Sauer & Co., dealers in general merchandise, are building a large addition to their store which they will occupy with their stock of groceries.

Corunna—Benjamin Grant has leased the store adjoining his own and will occupy it with a stock of shoes in connection with his stock of general merchandise.

Tekonsha—B. L. B. Prior, who conducts a bakery, restaurant and grocery store, is closing out his stock and will retire from business owing to continued ill health.

St. Ignace—Saul Winkelman, clothier, has purchased the John Mulcrone stock of clothing, men's furnishing goods and shoes and will close it out at special sale.

Owosso—The United Dairies Co. has been organized to conduct an agricultural, dairy and mercantile business with an authorized capital stock of \$10,000.

Hillsdale—The Hillsdale Warehouse Co. has been organized with an authorized capital stock of \$25,000, all of which has been subscribed and \$12,500 paid in in cash.

Lowell—Luz & Rittenger have dissolved partnership and the garage and automobile supply business will be continued by Robert Luz, who has taken over the interest of his partner.

Coral—William J. Woodall has sold a half interest in his drug stock to his brother, Prantic S. Woodall, recently of Howard City, and the business will be continued under the style of Woodall Bros.

Detroit—The Commercial Coal Co. has been incorporated with an authorized capital stock of \$25,000, all of which has been subscribed, \$23,000 paid in in cash and \$2,000 paid in in property.

Detroit—The Churchill Co. has been incorporated to conduct a general auto repairing and laundry and handle accessories, with an authorized capitalization of \$1,000, all of which has been subscribed and \$250 paid in in cash.

Lapeer—G. W. Carpenter & Son, clothiers, who suffered a severe loss by fire recently, have purchased the clothing and men's furnishing goods stock of Edward J. Elsie, taking immediate possession.

Jackson—The U. S. Auto Supply & Stores Co., conducting a chain of stores throughout the United States, has opened a store at 244 East Main street under the management of L. W. Meade.

Middleville—R. Dirteen has sold his interest in the meat stock of the Central market to his partner's brother, Andrew Geldersma, and the business will be continued under the style of Geldersma Bros.

Detroit—The Dobkin-Le Duc Provision Co. has engaged in business to handle meats, provisions and merchandise with an authorized capitalization of \$5,000, all of which has been subscribed and \$2,800 paid in in cash.

Bad Axe—Samuel Heishberg, who conducted a clothing store, has merged his business into a stock company under the style of Kohn's Klothes Shop with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed, \$3,000 paid in in cash and \$1,000 paid in in property.

Detroit—J. A. Zischerk has merged his men's furnishings business into a stock company under the style of Jerome A. Zischerk Co., with an authorized capitalization of \$3,500, all of which has been subscribed and paid in in property. The company will now handle retail dry goods, men's and women's furnishings.

Marine City—Blood & Hart, who have been engaged in the dry goods and marine supply business for over forty years, are closing out their stock and intend to retire from trade. John L. Lynch started a ten day sale last week and moved goods to the amount of \$11,800 the first six days. The first day of the sale the transactions lacked only \$3 of \$4,000. The stock inventoried \$30,000 before the sale started.

Lansing—F. A. Travis, for many years a prominent druggist in St. Johns and formerly President of the State Bank, has engaged to manage the Lansing Chemical Co., a concern that numbers some of Lansing's leading capitalists among its stockholders and officers. The company has been conducting a leased plant in Connecticut, but has established a plant in Lansing. Frank Norfleet will be Secretary and Treasurer of the company and both he and Mr. Travis will also be stockholders. The chemical business has grown very rapidly in this country since the outbreak of the European war, and this country is rapidly becoming independent of European supplies in this line.

Manufacturing Matters.

Sparta—The Sparta Tile & Brick Co. has been organized with a capitalization of \$40,000.

Detroit—The Cadillac Tool Co. has increased its capital stock from \$15,000 to \$40,000.

Alba—Fire destroyed the plant of the Anderson Handle & Lumber Co. April 19, entailing a loss of about \$15,000. Insurance, \$10,000.

Saginaw—The Saginaw Auto Body Co. has been organized with a capitalization of \$100,000.

Kalamazoo—The Harrow Spring Co. has increased its capital stock from \$500,000 to \$600,000.

Detroit—The Metal Manufacturing Co. has increased its capitalization from \$1,000 to \$10,000.

Holland—The Brownwall Engine & Pulley Co. has increased its capitalization from \$50,000 to \$100,000.

Detroit—The Bakers and Confectioners Supply Co. has increased its capitalization from \$10,000 to \$50,000.

Detroit—The Michigan Machine Co., manufacturers of cash register and automobile parts, has increased its capital stock from \$55,000 to \$150,000.

Kalamazoo—The Kalamazoo Loose Leaf Binder Co. has declared a 200 per cent. stock dividend and increased its capital stock from \$100,000 to \$500,000.

Alma—Factory buildings of the Western Carburetor Co. are almost completed and the new industry has orders ahead which will keep the plant busy throughout the year.

Filer City—The Manistee Leather Co. has been incorporated with an authorized capitalization of \$30,000, of which amount \$20,000 has been subscribed and \$3,000 paid in in cash.

Detroit—The H. B. Clifford Roofing Co. has engaged in business at 4 Lincoln avenue with an authorized capital stock of \$10,000, of which amount \$6,000 has been subscribed and paid in in cash.

Saginaw—The Saginaw Auto Body Co. has been incorporated with an authorized capitalization of \$100,000, of which amount \$57,500 has been subscribed, \$2,450 paid in in cash and \$30,000 paid in in property.

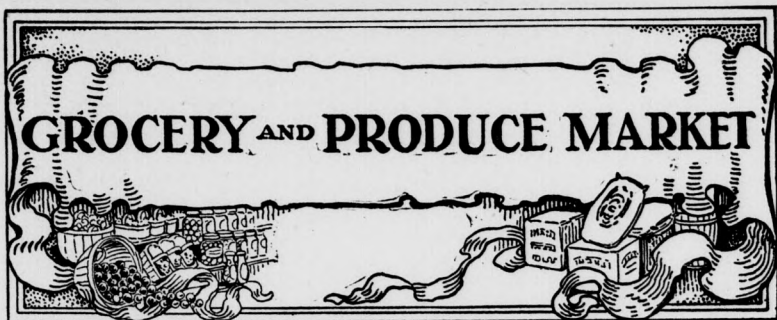
St. Clair—The Tappan Auto Tread Power Co. has been incorporated to manufacture transmission machines with an authorized capitalization of \$20,000, of which amount \$13,000 has been subscribed and \$2,000 paid in in cash.

Detroit—The Overton Truck Co. has engaged in the manufacturing of machinery, tools, implements and motor vehicles with an authorized capitalization of \$7,500, all of which has been subscribed and paid in in cash.

Detroit—The Bradley Bros. Co. Inc., has engaged in business at 141 Jefferson avenue to manufacture knit goods with an authorized capital stock of \$30,000, of which amount \$29,000 has been subscribed and paid in in property.

North Detroit—The North End Supply Co. has engaged in the manufacture of cement blocks with an authorized capital stock of \$11,000, all of which has been subscribed, \$7,700 paid in in cash and \$3,300 paid in in property.

Hancock—The Superior Ore Milling Corporation has engaged in the milling and concentrating of ores, metals and minerals and manufacture and sale of machinery thereof with an authorized capital stock of \$600,000, of which amount \$300,000 has been subscribed and paid in in property.



The Grocery Market.

Sugar—The market is completely demoralized. The refiners have not yet recovered from the strike and all of them are much behind in their deliveries. They are quoting from $7\frac{1}{2}$ @8c for granulated, but none of them are in shape to take any new orders at all. Most of the buying is from second hands, price for granulated reaching as high as 9c. It looks like high priced sugar for some time. The country has still the buying fever, and were refiners inclined to book orders a big business, it is said, could be placed at $8\frac{1}{2}$ c, possibly even higher, for second hands have sold the past week at 8.75c for shipment as far south as Texas. The mania of the housewife to purchase future supplies has cleaned up the floating stocks in some sections of the Middle West and South and grocers are begging their brokers to get them sugar, price being less of an object. Fear of an excise tax of a cent a pound that will be added to the cost hastens the consumer in his attitude of hoarding, it being now generally assumed that Washington will grasp at this method because of the easy way of collecting at the refineries and factories through the medium of a stamp tax. However, it should be noted that the sugar is not being used and hence will ultimately tend to cause a falling off in the demand. High prices make in the same direction, both the table consumption and canning being probably affected. It is realized that the recent rains in Cuba do not make for a large crop, centrals being compelled to shut down temporarily, with some through for the season. To cap the climax, the British Commission has been a good buyer of raw sugar direct in Cuba to the extent of 50,000 tons. Under the circumstances it is felt that the situation still favors the planter, who, it must be noted, is compelled to absorb higher freights and insurance, now that the United States and Cuba have entered the war. It is not thought, however, that shipments to this country have much to fear from the operations of German vessels.

Tea—The market for tea is quiet, this being only natural after the recent active spurt of buying and the sharp advance in price. Presumably the reports in some press dispatches that tea would be left free because of opposition to taxing the breakfast table had a depressing effect on sentiment, although most of the trade still believe that Congress will ultimately impose a duty for the sake of the revenue involved. Apart from this factor, stress is still laid on the small

stocks as warranting the improvement, these, it being maintained, not reaching beyond the date of arrival of new crop this summer. The country has been buying ahead, consumers laying in supplies of tea as well as other commodities. For this reason some quarters suggest that the situation has been discounted and look for a cessation to the rise. The Japan market opens next month and the trade is watching developments in that direction. It is a fair assumption that prices will be high, although part of the duty is bound to be absorbed by the producer if past experience counts for aught.

Coffee—The market shows no change during the week, although the advance noted last week is still maintained. The market is very firm and the demand good. The trade appear to think that the Government's threat to put a duty of 3c a pound on coffee will probably be carried out.

Canned Goods as a Whole—Wholesale grocers are still being besieged by retailers to increase their orders, but every effort is being made to keep them down within reasonable limits. The opening of the bids by the Navy Department last Thursday, while it may have been a surprise to the Government, was nothing of a surprise to the trade at large. The details of these bids cannot be published because of a request by the authorities and the unfavorable impression that they might have upon the public mind. There is good reason for this, as most of the prices submitted to the Government were on a different basis than those being paid by the general public. One effect will probably be a complete change in the method of making purchases and undoubtedly some of the agencies offered by the trade at large will be made use of and accepted in the patriotic spirit in which they have been offered. Those in a general way are that the Government shall take entire charge and figure out costs and profits to suit itself. The offers made on Thursday must have been convincing evidence that it is impossible to assemble a sufficient quantity of canned goods at a single center following the old trade methods. About the only item of which there was no shortage proved to be tomatoes, but the price asked was very high. The effect, of course, of the whole proposition is to strengthen the market tremendously so far as the demand from retailers is concerned.

Canned Fruit—The question of futures is at a standstill for the time being, but anything offering in the way of spot lots is taken readily and prices are very firm.

Canned Vegetables—Future tomatoes have been practically withdrawn from the market. The price has been advanced to \$1.50, but even at that figure it is practically impossible to secure either buying or selling interest. Cannery, as a rule, have sold all that are deemed safe until the situation develops a little more clearly. Spot tomatoes have advanced to \$2.15 f. o. b. cannery, although they can be purchased on the local market for less money. In a general way these same features apply to the entire list. Corn, both spot and future, is unchanged and still very high. Peas unchanged on previously reported high basis.

Canned Fish—Salmon has been a big feature throughout the week. The failure of the Government to secure the required quantities and the heavy purchases by foreign governments both of spot and futures, have kept interest well aroused.

Dried Fruits—Developments in the dried fruit situation have been of decided interest during the past week. The market has steadily advanced for practically all items and notably so in the case of prunes. Buying has been on an extensive scale all over the country and at times the Coast market has been excited. France has been a liberal buyer, but all classes of buyers have been represented in the week's business. Some local brokers have declared that the market for 40s would eventually go to 15c. In such times as these it is, of course, out of the question to say what a market is or is not going to do, and it is no more ridiculous to say now that prunes will go to 15c than it was a few weeks ago to predict a 12c market. Possibly the only factor that can actually prevent it would be for the Government to enter into its policy of price fixing, which may not be such a far cry after all. With the known shortage of supplies an advance in prices is well within the range of possibilities provided the demand keeps up at its present pace, and as to that each one may judge for himself, based upon his particular endowment of provision. The outlook for the new crop seems to be especially favorable at this time, and those who are accustomed to judging such things declare that prunes this year will again run to small sizes, so that care in making bookings so as not to include too large a percentage of large sizes based on last year's experience is urged. There has been a tendency to quote high prices for futures because of the heavy spot demand, but this view is not universal especially by those who are advocating the organization of the growers. One exceptionally well informed dealer, however, who has just returned from the Coast says that the matter of an organization is of no importance to the grower at this time as there is a demand for more foodstuffs of all kinds than the land can produce. Raisins are in demand and in light supply. Apricots are almost exhausted, and the offerings of 1916 pack peaches are limited. The new prices for peaches have met with a better reception than generally expected, although much interest will attach to

the prices to be named by the Peach Growers' Association.

Spices—Spot supplies are moderate and prices well maintained. It is not generally believed that the duties on spices will be increased, although some talk is heard in this regard.

Sugar Syrups—The sugar syrups are more freely offered, owing to larger meltings, but the edge seems to be off the demand as a result of the high prices asked by refiners. There is a good export enquiry at a figure and at concessions business might be done.

Tapioca—The market is firm on higher freight rates from the Far East, and more activity is reported in the market. Spot stocks are small and the demand keeps up well for replenishing of supplies of distributors.

Cheese—The market is steady and unchanged, with very light receipts of fresh new-made cheese. Old goods are in extremely light supply, with a fair home demand. Exporters are also in the market and have paid as high as $25\frac{1}{4}$ c for fresh fancy cheese during the last ten days. Lower prices on cheese are not looked for in the near future, as fresh receipts continue light and there is a good export demand. The quality of fresh-made cheese has been good so far this season.

Rice—The domestic trade is inclined to be frightened over the prevailing level, and having bought freely before the export rush came can look on for the present. It is believed, however, that eventually the country must take hold to eke out consuming requirements. The South is very bare of rice and the embargoes make shipments here difficult. Blue Rose on the spot is quoted at 8c and fancy head Honduras at the same figure.

Provisions—Pure lard is steady at about unchanged prices for the week, with a fair consumptive demand and light supply. The supply of killing hogs is very short and the outlook is for even higher prices on lard in the near future. The killing is now decreasing daily. Compound lard is very firm at an advance of $\frac{1}{2}$ c, due to the very light supply and the gradual rise on cottonseed oil. There is a heavy consumptive demand on account of the high prices of pure lard and the market will probably advance still further. Smoked meats are very firm at an advance of $\frac{1}{2}$ c, due to the very light receipts of live hogs. There is a good home demand and some enquiry for export. No lower prices seem likely soon. Canned meats are very firm at a slight advance for the week. There is a large export demand and a good home demand. Dried beef is firm and unchanged. The supply is light. Barreled pork is firm at an advance of $1.50@2$ a barrel. This gets family pork up to \$45 per barrel, as against a normal price of \$35.

Salt Fish—There has been no change in the fish market during the week and the trade is dull. Everything is maintained on the previously quoted high basis. Cod, hake and haddock are dull and will be during the hot weather.

Sagacious Salutations From Saline Saginaw.

Saginaw, April 23—If only to-day I could claim the strength of a Sampson and the ability of a Horace Greeley as a writer, how much better I might be able to proclaim all Michigan U. C. T.'s the happenings of last Saturday, which was one of the greatest meetings ever held by No. 43. April 21 was set aside in honor of M. S. Brown, to be known as Mark Brown Day. During the past two weeks it had been heralded throughout this great State of ours until it became known to every U. C. T. in the State. It was not because No. 43 is so different from any other Council, but because she has inscribed on her books the name of a man in whose honor this day was set aside; a man who, as is well known, has done wonders for this great fraternal organization and, despite his age and his being a pioneer of the Saginaw Valley and one of the charter members of the local Council, is still one of the youngest among us and still bending every effort to bring to Michigan and her travelers a greater and grander order. His work has been praised and cherished throughout the local, Grand and Supreme jurisdictions. It was a grand and gala day in local circles. He was showered with congratulations from near and far. At noon he was host at a banquet given at the Saginaw Club in honor of our Supreme Secretary, Walter D. Murphy, from Columbus, Ohio. Plates were laid for fifty and after the clicking of the silver and the sounds of merry laughter and jesting had died down, everyone down deep in his heart (and also his stomach) voted the affair a huge success. At 2 bells the host ordered a peaceful retreat to the Elks Temple, where the finishing touches of the day were to be put on. At the sound of the gavel, the meeting was called to order and one could see in his very being the joy it gave him to face probably the largest gathering of brother counselors ever known in the history of the Council. Among them were many from outside councils, the largest delegation being from Bay City. Besides these were visitors from the Supreme and Grand Councils, Supreme Secretary Walter D. Murphy; Past Grand Counselor and Grand Deputy E. A. Welch from Kalamazoo, who is also a member of the Committee on the State of the Order, probably one of the most important committees of the Supreme Council; B. N. Mercer, also a Grand Deputy of Michigan; Grand Conductor W. T. Ballamy, of Bay Council; H. D. Ranney, Grand Sentinel.

After the regular opening of the Council (hats off again to Mr. Brown), there was ushered into the chamber ten real men who previously had asked admission to see the mysteries of the order. They were given a hearty welcome and a real reception. Time and space do not permit me to dwell on the particulars, but if you happen to meet any one of the following boys they can tell you about same:

W. D. (Shorty) Rowden, representing the Cornwell Co.

Richard D. Sullivan and R. J. Tehan, both representing the Clark & McCarren Co., wholesale grocers of Bad Axe. Just about this time Mark Brown received the following telegram and the same was read by Mr. Welch, from Celery City, Mich.:

"We congratulate you on taking your place with Washington, Lincoln and St. Patrick in having a day set aside for you known as Mark Brown Day."

Cadillac Council, No. 143."

After the initiation we were given a rare treat in listening to the Supreme Secretary, who gave a wonderful and forceful talk on matters pertaining to the order. I wish every one of our 76,000 members could have heard his appeal to us for better things and the things that can and are to be done in the future.

The next speaker who was atten-

tively listened to and gave a fine address for the cause was Grand Deputy Welch, who was here as the personal representative of Grand Counselor Fred J. Moutier, of Detroit, who was not able to be present. Mr. Welch is a very forceful speaker and a pleasant entertainer.

W. T. Ballamy also spoke and gave an urgent invitation for all to come to Bay City in June to the Grand Council meeting.

Talks were also given by Grand Sentinel H. D. Ranney and Grand Deputy B. N. Mercer.

As a finishing touch to this great day, Senior Counselor E. E. Putnam had selected our own Bert Rutherford to make the presentation speech and present Mr. Brown with a little token of respect bestowed upon him by No. 43. Mr. Rutherford in a most eloquent and befitting manner said:

"The hour is late and well I know that 'Brown' will be your greeting when you shall have reached your own fireside; yet I make bold to ask your kind indulgence for just a moment."

I can not let pass this opportunity of calling the attention of yourself and the brothers here assembled to the fact that this meeting, while not exactly a milestone, is, nevertheless, another "Marker" set conspicuously in and upon the fraternal highway along which Saginaw Council, No. 43, has, grip in hand, trudged its weary way since, April 1, 1893—twenty-four long years.

Mr. Brown, you were a pioneer. You were a charter member—one of the twenty-eight who organized this Council. No one knows better than you of the hardships, of the trials and tribulations, not only of the individual commercial traveler, but of this Council during all these long years. No one has worked harder; no one has worked longer; and no one has done more to aid and assist the commercial traveler, regardless of whether he sold pills or hay wire, than you.

It mattered not what the occasion, whether one of sadness and sorrow upon the passing of a worthy brother or the riotous jesting over the arrival of a Pere Marquette train ahead of time, or the advent of a new born Knight of the Road—no one played better or longer their part than you.

No one has a wider personal acquaintance and no one enjoys to a greater degree than you the esteem and confidence of the membership of this Council, your neighbors and the general public.

After nearly a quarter of a century of unrequited services, during which time you have filled with credit to yourself and with honor to this Council every chair in Saginaw Council and the Grand Council, and rendered invaluable service upon the Executive Board of the Supreme Council, Saginaw Council is proud of you. There is no honor she would not bestow upon you. She is, therefore, pained and chagrined to learn that you are charged with either having lost or forgotten one of the sacred emblems of the order, the grip. Therefore, to the end that you may not be annoyed over this loss, I have been requested by your friends—members of this Council—to present you at this time with the grip. Not of the order, but from your friends. This little memento has but small intrinsic value. It is intended only as a simple token of the esteem and high personal regard in which you have, you are and always will be held by these, your friends.

The present was a beautiful traveling bag. Attached to same was a solid gold plate and on it inscribed "To Mark Brown, Past Grand Counselor of Michigan, from Saginaw Council, No. 43." On the bottom of the gold plate inlaid was a Saginaw U. C. T. button which belonged to and was donated by our present worthy Senior Counselor, E. E. Putnam. Mr. Brown was deeply touched by the above incident and thanked the boys as best he could, saying in part that he greatly appreciated the gift and the spirit in which it was given, but that he really didn't feel that he deserved such a token of respect.

One of the important features of Saturday's meeting was that Governor Albert E. Sleeper was made an honorary member of No. 43. Governor Sleeper is a stockholder and President of the Clark & McCarren Co., wholesale grocer of Bad Axe. I assure you we consider it a great honor and feel mighty proud of this new member. Hats off to the Governor!

The Clark & McCarren Co. is not only a solid business house, but

proudly boasts of a solid U. C. T. organization, as all members and salesmen of this flourishing company are now U. C. T.'s and Bad Axe is their home.

M. V. Foley, one of our loyal U. C. T.'s and a member of the G. A. R., offered the following resolution, which was adopted and ordered sent to President Wilson:

"Saginaw Council, No. 43, U. C. T., pledge to you and the Government of the United States our support, morally, financially and physically, in this, the hour of our trouble and travail, and stand ready to back this resolution with our lives if necessary."

Senior Counselor Putnam donated the cigars for the smoker Saturday afternoon.

B. N. Mercer, Secretary and Treasurer, was highly commended for the splendid condition in which his books were found for the year ending March 31 by the Auditing Committee.

Captain Frank Putnam has issued a call for the members of the drill squad to be on hand promptly at 2 p. m. Saturday at Hoyt Park.

Here is a splendid patriotic display. Sommers Bros., one of the big match manufacturing companies of the country, located here, maintains high power flood lights which envelop the stars and stripes, making Old Glory visible at a great distance.

The Ladies Auxiliary held a business meeting at the beautiful home of Mrs. Alfred Rocheleu, 409 Stark street. It was largely attended and much work accomplished. After the meeting, the ladies were served to a delightful lunch. The hostess was most ably assisted by Mrs. Edward Bixby, 406 Stark street.

Saginaw lost one of its famous landmarks last week when the Academy of Music burned. It was built in 1884 and was still in use.

Prof. John E. Tanis, for the past nine years a member of the faculty of Saginaw High School, has resigned to accept a similar position at the Detroit Northern High School.

Robert B. Allen, for a long time head of the City Rescue Mission, has resigned his position. His loss will be felt keenly by the local Mission, as he was an able and most efficient and sincere worker for the noble cause. His work with the Pere Marquette as gateman and the special evangelistic work which he is doing throughout Eastern Michigan takes up his entire time. Mr. Allen is well thought of and highly respected by the Saginaw Valley travelers.

It is a shame that out of an allowance of 101 saloons, there have been but 96 applications for licenses. Why, there's a bigger run for marriage licenses than that and to think, too, that the fellow who got married to escape going to war, according to Adj. Gen. Bersey, must go anyway, if called. Just to think now that poor fellow has to hunt a home for his better half while marching away to think, too, of the high cost of living.

Boys, are you telling everybody about a bigger and better Saginaw? Boost!

The old graduates of the Ferris Institute in the Saginaw Valley have organized what is to be known as the Saginaw Ferris Institute Alumni Association. Edward Hach, of Lansing, President of a like association there, was here to help organize.

Will you give your next week's salary to the Red Cross? Billy Sunday proposes to give the free will offering which he gets on his last day in New York to the Red Cross. It is said he will at least get \$100,000. That's what I call backing President Wilson.

Saginaw has sent out about 500 of her boys to answer the call of the stars and stripes. This includes the naval reserves and National guards. Then you find some narrow headed fellows who are telling how the Germans are refusing to stand by the good old U. S. A.

One of the big features of last week here was the spring opening of the popular firm of Popp & Wolf, local hardware dealers. This firm believes in doing things right. They have one of the finest and best equipped stores in Northern Michigan. On opening day they had a street parade and during the afternoon concerts were held in the store by the Third Regiment band under the direction of Prof. Arthur Amsden. Large crowds were in attendance, both afternoon and evening.

It must be mighty embarrassing to Congressman Bacon, now at Washington, after voting against war measures, to receive a special notice from the supervisors in his district to get into the war game and support the President. His measure will be taken no doubt at the next election.

We notice in many yards the favorite vine is to be the tomato and potato for the coming summer.

The American cash register donated Saginaw Council last winter by Mr. Mead, of said company, was raffled off Saturday afternoon. The lucky man was Ash Ruttle, senior member of the firm of H. Ruttle Sons, of Carsonville. A \$125 register for 25 cents! That beats the Woolworth store for bargains.

Have you secured tickets for the first annual dance to be given by the ladies of the U. C. T. at the Masonic Temple next Saturday night? Cards and dancing from 8 to 12 o'clock. The boys know their reputation for giving social functions, so don't be slackers. Come, let's duplicate the Brown meeting for a real live time.

Those initiated at the Saturday meeting were:

John G. Clark, James McCarren, R. T. Sullivan, R. A. Bacon, R. J. Tehan, all from Bad Axe, and representatives of the Clark & McCarren Co.

Jerry Holshaw, 112 Ames street, Saginaw, representing the Floyd Construction Co., Grand Rapids.

D. W. Horning, 412 South Weadock, Saginaw, representing the Washburn-Crosby Co.

Charles McAnnis, Bad Axe, representing the International Harvester Co.

George P. Merrill, 333 Owen street, Saginaw, representing Mitts & Merrill, Saginaw.

F. B. Wellis, 607 Jaynes, Saginaw, representing Crowley Bros., Detroit.

Sam E. Elliott, Millington, representing Symons Bros. & Co., Saginaw.

A. B. McDowell, Fordney Hotel, Saginaw, representing J. T. Marcero Co., Detroit.

F. W. Rolland, 2408 North Michigan avenue, Saginaw, representing A. Krolk & Co., Detroit.

W. R. Thomas, Palms, representing the George Wetherbee Co., Detroit.

W. D. Rowden, 211 Gay street, Saginaw, representing the Cornwell Co., Saginaw.

Two were received by transfer: Fred C. Stiffler, Caro, representing the Keystone Steel & Wire Co., Peoria, Ill., transferred from Waterloo, Iowa, and Charles H. Bothwell, 518 Sheridan avenue, Saginaw, transferred from Cadillac Council.

L. M. Steward.

The City Bakery Company has purchased the Grocers Baking Company and consolidated it with the purchasing corporation. The company which retires from business had fifty-nine stockholders, of which about fifty are retail grocers. All of the stockholders accept stock in the purchasing corporation for their securities in the defunct organization. The City Bakery will probably operate both establishments, discontinuing manufacturing at the Blake Bakery, which it purchased several months ago.

New Officers Elected by Absal Guild.

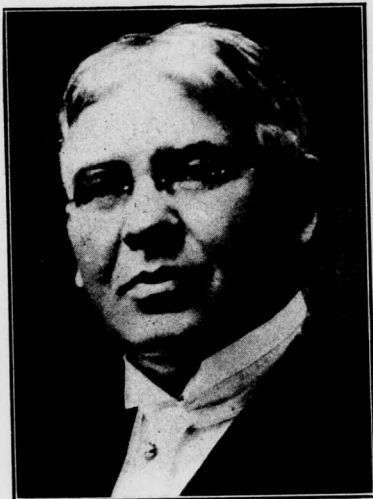
Grand Rapids, April 23—The third annual meeting of Absal Guild, Ancient Mystic Order of Bagmen of Bagdad, was held Saturday evening, April 21, in the U. C. T. Council chambers. The meeting was called promptly at 8 o'clock by Great Ruler Homer R. Bradfield with all officers filling their respective stations. After the conclusion of the regular business, August Kaser was led across the burning sands of the plains of Suleman to the outer gate of the Mystic City of Bagdad, so recently captured from the Turks by British forces. Upon reaching the gate he was seized by the King's guards and let into the presence of the Great King for sentence as a spy, but his iron nerve saved him from dire punishment and he was given only a reprimand for seeking knowledge in a forbidden land, without the proper guidance, and now is numbered as one of the many illustrious princes of the tribe of Bagmen of Bagdad. After the initiatory ceremony, officers for the ensuing year were elected and duly installed. The following officers will guide the destinies of Absal Guild the following year:

Great Ruler—W. E. Mellinger.
 Viceroy—W. K. Wilson.
 Prime Minister—L. V. Pilkington.
 Calif—Dr. G. W. Ferguson.
 Master of Ceremonies—John Schumaker.
 Clerk of Records and Revenues—J. Harvey Mann.
 Chief of Guides—Fred Hopkins.
 Captain of Guards—Charles Perkins.
 Inside Gate Keeper—Fred Castenholz.
 Outside Gatekeeper—Homer R. Bradfield.
 Olioto—John D. Martin.
 Zenzaverta—Walter Lypps.
 Augroto—T. F. Vanderveen.
 Amazda—H. Morris Mann.
 Magician—Claude R. Lawton.
 Aga—Fred De Graff.

J. Harvey Mann, who succeeded himself as Clerk of Records and Revenues, was raised to the honorary degree of Past Great Ruler, due to his having served as clerk for three consecutive years.

After installation of officers a get-together meeting was held for the purpose of laying plans for several pilgrimages during the year.

Due to the prominence the work of



W. E. Mellinger

the Guild has attained in the organization, invitations from many other cities, both within and out of the State, have been received to confer the initiatory degrees on classes and as many as possible will be accepted.

The Patrol is living up in the preparedness movement and is now drilling under the command of two officers of the Thirty-second Michigan Infantry.

All able bodied U. C. T.'s who wish

to become Bagmen will be welcomed into the Patrol to march under the stars and stripes and be ready for service to their country, as well as the Bagmen Guild.

This organization is the cement which binds good fellowship and U. C. Tism. It is not only now a desirable organization for any good U. C. T., but will be so conducted that every red blooded U. C. T. will want to jump in and follow the colors of Absal Guild.

Watch the ever popular Tradesman columns for the various announcements of the doings of Absal Guild and when the next ceremonial is held, be the first on the job and you may be assured you will have to hustle if you beat by a noticeable margin.

Listen for the oriental music and watch for the bearded lady from the plains of Soleman. Aide-de-Camp.

Sidelights on Celery City and Environs.

Kalamazoo, April 23—The splendid plant of the Shakespeare Co. has been offered unreservedly to the United States Government in the event it is needed in connection with the war crisis. Action was taken at a meeting of the directors, held Thursday, April 19, at which time the following resolution was unanimously adopted:

Whereas—The Shakespeare Co. has a highly efficient factory equipment; therefore

Resolved—That the board of directors hereby offer unreservedly the resources of the Shakespeare Co. to the United States Government upon such terms as is satisfactory to said Government of the United States.

Resolved—That the Secretary be and is hereby instructed to forward a copy of this resolution to the proper United States Government authorities.

Fred J. Feldman, of El Paso, Texas, came to Kalamazoo Thursday. When he left here he took with him a new

Roamer car. Mr. Feldman has some road trip ahead of him. He is now bound to Glen Springs, N. Y., where he will join Mrs. Feldman. Later in the year they plan to drive back to their home on the Mexican border.

The Kalamazoo Loose Leaf Binder Co. has cut a 200 per cent. stock melon and increased its capital stock from \$100,000 to \$500,000. Action along this line was taken at a meeting of the stockholders Tuesday. The unusually successful career of the concern was reviewed and the stock increases voted. It is understood that only about \$30,000 of the additional issue will be offered for sale at this time, the balance being reserved as treasury stock. Original stockholders were given two additional shares of stock for every share held in the form of a \$200,000 stock dividend.

Kalamazoo paper mills have joined with the City Emergency Food Commission in the city wide garden movement. Officials of the King Paper Co. Thursday notified members of the Commission that it would plow about twenty acres of land for the use of its employees. The Hawthorne Paper Co. has also joined in the movement and will plow land for its men. Other paper mills will also join in the movement.

L. Sergeant, of the C., K. & S. Railroad, has offered to the Commission eight or nine acres of railroad land, south of the Bryant mill, also a strip of land eight rods wide and about three blocks long, belonging to the C., K. & S. in the Southern portion of the city. W. S. Cook.

The East End Meat Market has been organized with an authorized capital stock of \$10,000, of which amount \$6,000 has been subscribed and paid in in cash. The stockholders are Bert Lindeman, Andrew and Leonard Daane.



Barney Langelier has worked in this institution continuously for over forty-five years.

Barney says—

By Golly, Mr. President, I don't want to try and run the whole place, but I do wish you would get another Coffee Roaster. The boys up there are working overtime again.

Surely the people who know good coffee appreciate the kind we are putting in packages.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

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E. A. STOWE, Editor.

April 25, 1917.

GOVERNMENT MONOPOLY.

At last, after a somewhat prolonged period of vague suggestion and exasperating generality, Secretary Houston has submitted to the Senate an outline of his suggestion for control of the food supply. To the grocery trade, grown nervous from long anticipation and continued siege from an unprecedentedly insistent clamor of retail and consuming demand, it is welcome and the hope is that it will speedily be put into operation, either in its present form or some other.

It is eloquent of the patriotic motives of the grocery trade that there will be no opposition whatever to any reasonable assumption of control over the food question by the Government. The clamor for food has gotten out of control of the ordinary factors and the buying panic has become annoying, wasteful and a source of constant price inflation, out of all proportion to values and on a level highly dangerous to either safe merchandising or public patience. Therefore the grocers welcome any authority which can bring things back to a safe and sane basis.

As yet the Government's plans are perplexingly vague. So far as the distributing trade is concerned it appears to be wrapped up in the following:

In case of extreme emergency the Government should have power to purchase, store and subsequently dispose of food products to groups of people or communities organized in some form, and to fix maximum or minimum prices. Perhaps the exercise of this power should be lodged in the Council of National Defense, to be used only when directed by the President.

It is possible that the mere existence of the power would make action unnecessary. The Government should have full discretion in the matter. It might be wise to fix a minimum price to producers for only one important commodity, just as it might be wise to fix a maximum price which consumers might be expected to pay for only one or several products.

Just what this means is still a matter of some conjecture in the trade and there seems to lurk in its phraseology a lingering suspicion that the grocers are not quite sincere in their desire for leadership and their willingness to serve the Nation. This would tend to suggest an unfortunate misunderstanding as to the fundamentals of a successful co-operation between the Government and the organized trade.

For instance, "the mere existence of the power" would not check any of the annoying circumstances now prevailing in the trade. Grocers are not inflating prices fancifully nor refusing to sell, out of any hope that thereby they would enhance prices. Their aim is to conserve stocks until new supplies of food are available, and it is the constantly increasing demand on the part of the consumers that is causing the inflation. Any grocer who would sell at low levels would be out of business in twenty-four hours.

And then there is the idea expressed of fixing a minimum price for producers and a maximum price for distributors. It is a matter of proved experience that in either case the price fixed would be "the price" without need for qualifying adjectives. Of course, the minimum price to producers would prevent the threatened discouragement to large crops which fixed prices in England produced, but applying one rule to producers and another to distributors would look a good deal like coaxing the one and compelling the other to serve the Government.

There has prevailed in the trade a feeling that the lesson of experience learned by England and of France would be availed of, so far as is practicable, but at the present time the fundamental basis of the plans used abroad is impossible here. There the government bought immense stocks of staples—wheat, flour, sugar, canned fruits, dried fruits, etc.—and sold them at the official price, thereby operating an automatic barometer which all other foodholders were forced to follow.

But here there are no large stocks of staples or anything else to be had, by the Government or any one else. Such as there is is scattered among 3,500 wholesalers and probably 350,000 retailers, who are fighting hard to keep it away from a wildly clamoring consuming trade, with an unprecedented buying power and not overextending as to prices. How to get this stock corralled and controlled calls for entirely new methods.

Of course, if the Government would confiscate the whole lot it would sell at whatever figure it chose, although it would have to be taken under due process of law and settled for on some basis reasonably related to the prevailing market. It could then "mobilize" the former owners as Governmental agents to distribute at the Government price. Taking over the whole grocery trade as a going proposition would be a prodigious enterprise, but by no means complicated nor impracticable.

Another plan suggested is that the Government set limited prices, but the legal difficulty of compelling a grocer to sell his property at a loss—and it would amount to that in some cases—is not inconsequential, even under the extraordinary Governmental powers of war time. Of course, in case of Government fixed prices, it would probably be necessary to license grocers, a part of the consideration being an agreement to maintain the official prices. And if that happened it would very likely result in curtailing the number of licensed grocers, thus testing the oft-repeated charge that there are "too many gro-

cers," and possibly weeding out a lot of incompetents.

Of one thing the Government may be sure: that the grocers of the country are not half-hearted in their desire to aid in the work of conserving the food supply, keeping prices down and stimulating abundance. So long as consumption was normal and the public sentiment rational, the ordinary laws of competition took care of the matter of prices. But for a year past conditions of every character have been abnormal. Supply has been short, partly due to foreign shipment and partly to shortage of crops, while popular demand has been unbridled and greatly inflated, by reason of fear of famine and an inordinate ability to pay any price asked.

This resulted, long ago, in killing all disposition to speculate on the part of men who ordinarily might be speculators. Prices were recognized as far too high for safe speculation and the only "corners" in sight were those formed by consumers themselves in loading up the home pantry. Even now, the "egg speculators" who are putting away eggs at fully 12c or 15c above ordinary year prices realize that they are on dangerous ground and are actuated more by a realization that the eggs must be saved rather than because there is any certainty of profit.

That the grocers are not trying to cash in at high levels is shown in the fact that so few of them bid on the navy contract last week, when many could have sold out on a wide variety of items at high levels for cash. As it was, a ridiculously small proportion of the goods needed were offered, and Uncle Sam will have to look elsewhere for his navy rations.

It is a matter of very common surprise in the food trades that Uncle Sam did not avail himself of some of the patriotic offers of co-operation on the part of food trade factors in buying the navy contract. Acting in accordance with the old, red-tape method of public bidding not only defeated its own purpose, but caused an entirely new panic for buying that sent prices kiting still further. Consumers and retailers alike, who knew some things were scarce, were fearful that the Government would capture everything in sight unless they "beat 'em to it."

Suppose, on the other hand, the Government had quietly called on the National Wholesalers or the National Brokers—both of whose associations have placed their services at the disposal of the Government without reserve—for its navy needs? The order would have been parceled out among the various jobbing centers in accordance with available stock, and apportioned among local jobbers in such a way that a joint bid would have produced the necessary goods without crippling any one bidder or draining any one center of its goods. Further, in all probability, the prices would have been lower, for the association is committed to co-operation without reference to profits or anything else save the emergency.

There is just one point on which grocers will generally urge consideration by the authorities in fixing prices at which their present stocks must be sold; that

due thought be taken of the cost of replenishment next fall. In fact, this is a point on which there is need for a good deal of thought by grocers themselves.

The common rule in trade circles has been to consider the "value" of goods whatever they will bring in a competitive market, but this ideal has been shattered of late when goods will bring much more than any experienced grocer thinks they are really worth. A better rule—now that speculative consideration are eliminated—would be to say that goods are worth what they cost, plus a reasonable profit and costs of handling; and goods would cost what it would cost to replenish them.

That next season's goods—those to be packed this fall and summer—will cost far more than heretofore goes without saying, and grocers know full well that their needs in the way of capital this fall will be fully 25 to 50 per cent. more than usual. For a time it is bound to modify the ideas heretofore entertained that the grocery trade is rolling in wealth, and if the Government is to take over existing stocks or fix selling prices grocers will insist that it be at price levels which will enable them to replenish with new goods to be sold after the war is ended.

REVOLT GATHERING FORCE.

Concerning the actual internal condition of Germany, we have had little to go upon but rumor and second-hand reports. Berne and Amsterdam and Copenhagen are not the surest sources of information about what is going on in Berlin and other German cities. But the repeated assertions that there is trouble with the workmen have now received conclusive confirmation. Hindenburg himself has been put forward to appeal to the strikers of munitionworks. It is like the Greek tragedy. Awful things are done behind the scenes, which the spectators are not permitted to see; but the chorus, or some actor on the stage, by expressions of alarm or horror, reveals the truth. It is in this way that Hindenburg's statement is really more significant than direct news from the interior. The doughty Field-Marshal is now the military idol and hope of Germany. His words carry more weight than the Kaiser's. He has several times before been called upon to come forward in a crisis—as, for instance, to urge a big war loan. But what he has to say to-day against all thought of "revolt" in the workshops of Germany has an unmistakable meaning. The government is in fear of widespread domestic disturbances. It sees the Russian ferment working. And so it summons the national hero and "saviour" to make his appeal. And the notable thing is that the authorities do appeal to the agitators, not threaten them. We hear nothing more of the old talk of the Emperor about "dashing to pieces" the "enemy at home." Workingmen's delegations are conferred with, not clubbed or shot. To this extent, the facts are undisputed and are portentous. It would be foolish to expect an immediate revolution in Germany, but there can be no doubt that revolutionary elements are gathering force.

HOW A DOER DOES IT.

Inspiring Story of a Marvel of Merchandising.

Among the speakers secured for the Merchants Congress, to be held in Grand Rapids June 5, 6, and 7, is G. Albert Garver, of Strasburg, Ohio, who has built up a half million dollar business in a town of 1,000 people. His recital is said to be more fascinating than that of any novel ever written.

The Garver mercantile institution was established by the father of the gentleman this article refers to in 1866. Father Garver believed in doing business in the good, old-fashioned way and when he reached the age when it was the custom for business men to retire, he proposed to sell

ed that it was a paying investment. Another innovation was a standing offer to refund the purchase price if goods were not satisfactory, and absolutely "no questions asked."

Business increased rapidly, and I. A. Stanbarger, a lad of 12, was hired to deliver goods and work about the store. Stanbarger grew up with the concern, and on the death of G. Rudolph, some years later, he became President of the company.

Albert Garver is still general manager, and to his genius as a sales promoter is due the steady growth of the store. He is a very resourceful business man, original and daring and hard to imitate, but while he may not be imitated successfully, there is inspiration in studying his methods.

Everyone who knows Garver knows

ness is conducted, which in 1916 amounted to \$427,000.

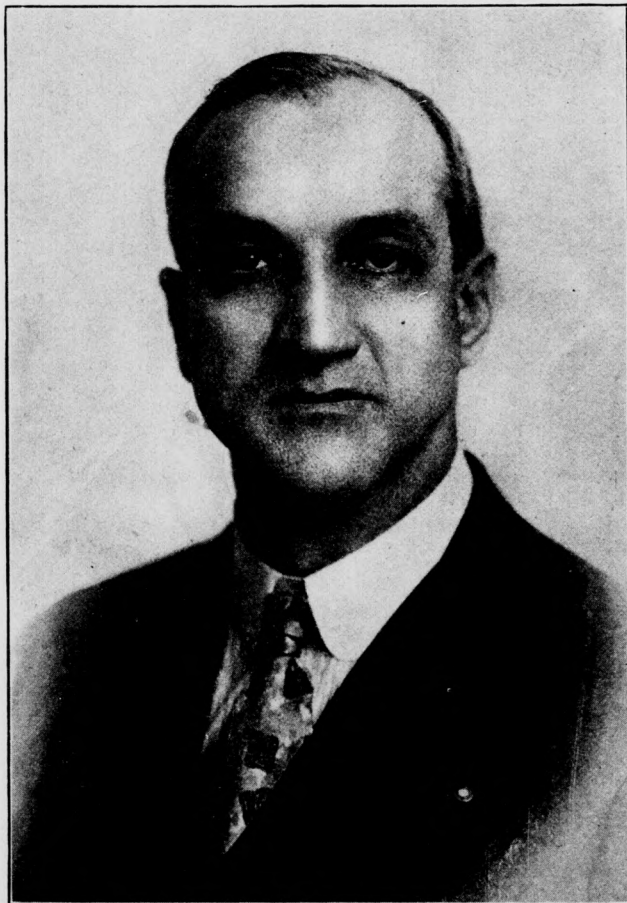
There are 32,000 square feet of floor space in the Garver store and a new building, which will give 30,000 more square feet of space, is contemplated. There are three large sales floors and twenty-one departments. The delivery system has eight wagons and two auto trucks. Deliveries are made in Akron, forty-five miles away, and in Canton, eighteen miles away. To a mailing list of 13,500 names, which the Saturday Evening Post calls the "livest mailing list in captivity," a large eight to twelve page bulletin—in reality, a small newspaper—is sent every month. It is full of bargains and seasonable merchandise.

So great is the reputation of this store for fair dealing, low prices and

good merchandise that mail orders are received from every part of the country. This business alone, without solicitation, amounts to nearly \$60,000 a year. Five great warehouses are required to take care of the stock.

Mr. Garver in telling his story—in recounting the methods which have built this wonderful country store business—conceals nothing. He is willing that you should profit to the greatest degree and, following his talk, he will gladly answer any questions.

It is not because the famous Garver store is strategically located or commands a territory whence it pulls this business, but it is because of the better merchandising methods and the unique advertising that it draws its trade from much larger towns and competitors surrounding it.



G. Albert Garver.

out to his two sons, G. Rudolph and G. Albert Garver. Rudolph had worked in the store with his father, while Albert had taught school and helped in the store when not teaching. The prospect of going into business for themselves appealed to the young men and it was arranged that they should take over the little store and pay their mother \$18 per week for interest and rent. Mother Garver was designated as the one to receive the money, for she was the "family treasurer."

As soon as the boys got a grip on the business they began their innovations. They sold off the old stock quickly by offering special inducements, put in a more modern stock, bought a small printing outfit, advertised broadcast, and sold at one price. At that time for a small store to print a price list and mail it to the farmers was an unheard-of extravagance, but the Garver brothers soon demonstrat-

the business ideal which is the foundation of the remarkable success of the store which he manages. He has a great message—a message which he knows thoroughly—and he also knows how to deliver it so that others may derive the most benefit from it.

Garver's message is given wherever stimulating and inspiring facts are needed. He has carried it before merchants' conventions, chambers of commerce and advertising clubs throughout the country, and now he will bring it to the merchants of Michigan. Every word of Garver's address will be based on facts—based on his actual experience as manager of America's biggest country store.

The Garver store is the only large building in Strasburg. It looks as though it had been lifted from some large city and miraculously bestowed upon this little town. In this beehive of industry, an enormous busi-

American Sugar Refining Company

Sugar Waste Prevented

With Domino Package Sugars there is no waste; loose or spilled sugar. There is no lost motion such as in weighing and wrapping. Every package is guaranteed correct weight.

Add to this saving the enormous consumer demand for Domino Package Sugars. You can't find a sugar line in America as popular or as convenient to handle.

American Sugar Refining Company

The Most Complete Line of Sugar in the World

SUIT WHEN OTHERS DISAPPOINT

MAKE FRIENDS

White House
Coffee
—and—
Teas



AND KEEP THEM

BOSTON DWINELL-WRIGHT COMPANY CHICAGO

Enrolled in the "Home Guard"

Distributed at Wholesale by

JUDSON GROCER CO.

GRAND RAPIDS, MICH.



Michigan Retail Shoe Dealers' Association
 President—Fred Murray, Charlotte.
 Secretary—Elwyn Pond, Flint.
 Treasurer—Wm. J. Kreger, Wyandotte.

The Family Shoe Store: Its Scope and Possibilities.

Written for the Tradesman.

People not familiar with the facts are astonished to hear that 65 per cent. of the footwear distributed in this country is done by what may be termed family shoe stores; i. e., small retail shoe stores, carrying various kinds of footwear for men, women and children, together with shoe findings and such other commodities as are naturally associated with shoe store merchandise. The stores are located in the smaller towns and cities and in suburbs of larger cities, and include not merely the smaller stores devoted to the merchandising of shoes, but also general stores in which shoes are handled.

When we think of the enormous quantities of merchandise sold in the shoe departments of the big city stores and the immense volume of business done by the large metropolitan shoe store, we are apt to get the idea that the bulk of the shoe business is done by these two classes of shoe merchants. But such is not the case. By far the greater amount of it is controlled by the small dealer. To put the matter paradoxically, the little shoe dealer is the big shoe dealer; i. e., he is big in the aggregate. And the little shoe dealer conducts what has been termed, "the family shoe store."

There was a time when timorous souls really thought the leading shoe stores of the county-seat towns and the big, exclusive metropolitan shoe stores would succeed in rounding up pretty much all the retail shoe business in sight in their respective localities. And then there was a time when prophets of evil presaged a time when the mail order houses would control the country shoe trade not already cinched by the largest retail shoe house of the near-by town. And later on it was feared that the chain-store proposition would increase at such an alarming pace that not only all of the smaller family shoe stores, but also a whole raft of the larger privately owned retailing establishments handling shoes, would go under. But one and all of these fears have proved groundless. The family shoe store is a fixture. It is here to stay.

Convenience and accessibility are important matters in the scheme of merchandising. And the family shoe store is accessible. It is quickly and easily reached. And the shoes are there to be examined. There's a big

difference in ordering from a catalogue and in seeing the shoes and getting a fitting. In the latter case one gets service. And the personal touch is also a vital factor. And one can have a charge account. And there's a feeling of satisfaction in helping to support the home institution. And, by hypothesis, the family shoe store is the store that carries footwear for all the family. Customers start in early—that is they first appear as babes-in-arms, and their first requirements are for soft soles. Then they proceed to the children's department, and are "graduated" from it to the men's or women's department as the case may be. And the ties of confidence and fellowship grow stronger as the years go by. So the family shoe store is something more than a store: it is a sort of community institution. There may be (and generally is) a limit beyond which it may not develop; but within certain definite limits it is a very potent factor, and must be reckoned with.

It is among the owners and proprietors of the smaller stores—what I have called family shoe stores—that the majority of shoe store failures occur. It is by owners and proprietors of the family shoe stores of the country that shoes are injudiciously bought and carelessly and inexpertly distributed. To mistakes of buying are added errors in selling. And all this in spite of the fact that shoe manufacturers and jobbers are spending annually an immense amount of money extending merchandising aids to these small shoe dealers. This merchandising aid consists largely of advertising and selling helps. Lines of footwear, findings and footwear accessories are advertised through general media such as magazines, billboards and cards, and sometimes through the medium of the country press. In addition to this a lot of highly effective advertising literature is gotten out by houses and freely supplied to dealers either for a very nominal cost, for the cost of expressing it, or upon application. Some of it is to be directly mailed out by the shoe dealer or used as inserts. And then there are window cards, signs and posters for the store, and other forms too numerous to catalogue. All of which is prepared by experts in the



Rouge Rex Outing

No 4124

Smoke Grey



Sells at sight.

This is a shoe that attracts attention and invites careful examination. It is different. The feel of the leather reveals its superior value, and makes it a quick seller at good profits.

Same shoe made in black and in chocolate colored stock.

Price to dealers \$2.85 per pair.

Order today. Market conditions forbid guaranteeing prices.

HIRTH-KRAUSE COMPANY

Hide to Shoe

Tanners and Shoe Manufacturers

Grand Rapids, Michigan

Light Work Shoe FOR SUMMER WEAR



8603
IN STOCK

Just the shoe for outdoor work — either Bal or Blucher.

Black and Chocolate with half double sole and full gusset.

Don't Forget—"R. K. L. QUALITY" should be your best selling point.

Rindge, Kalmbach, Logie Company
 Grand Rapids, Mich.

advertising line, and printed at a heavy out-lay, and proffered to small shoe dealers on the easiest terms imaginable.

Undoubtedly houses have manifested, and are manifesting, a very real interest in the small shoe dealer—the man back of the family shoe store—and they are proving their interest. They want him to grow up to be the very best merchant he can. They want him to dominate his community and control its shoe trade, for the bigger the local dealer becomes, the more shoes he will require; hence the more valuable he becomes as a house-asset. This is a splendid example of the kind of co-operation that ought to be commended and helped along. Many small dealers really do appreciate it, and profit by it; but of course a great many do not. They fail to connect up with the house in such a way as to get the maximum benefit of this advertising and merchandising aid. The plod along conducting their business in the same old way.

As I see it, there are big possibilities for the family shoe store. It occupies a unique place in our merchandising scheme. It is a sort of a little community center, and, if it is true to its function and alive to its opportunities, it fairly dominates a limited area of trade. It need fear no outside competition, for it has its constituency. The owner and manager of the family store can know his customers—most of them—by name, all of them by sight. As time goes by, he builds up a sort of intimate and enduring good will that is a most valuable asset.

But can the store grow? Yes, it can grow—and that by what I call intensive, rather than extensive, cultivation of its field. Its trade-zone will necessarily be limited, for when you push out beyond a certain line you come to the point where some other fellow's family shoe store reaches with its influence. But within these definite limits there is ample scope for much intensive development. There are people in this area that aren't buying enough shoes. Their demands are sub-normal. They really need more shoes than they think they do. And they need to be educated up to a higher standard of shoe value. They ought to pay more for their shoes than they do, and thus get a better commodity. After all

that has been said and written and hoped for in the matter of style and the fact remains that the bulk of footwear handled by the family shoe store can hardly be designated as stylish footwear. It is good, practical stuff of somewhat staple sort, belonging in the inexpensive or medium priced class. And most of it goes to people who could very well afford to pay more for their footwear than they are now paying. By paying more they would get additional value out of all proportion to the increased cost. Also they would get more footwear comfort. Cid McKay.

Bituminous coal is almost as much of a National necessity as are railroads. A widespread strike in the industry would be a general misfortune. It is therefore of more than passing interest that the operators and miners have been able to come to an agreement which will not expire until March 31, 1918. From the public point of view, the terms are of secondary importance, yet it is worthy of note that the requests of the miners were granted almost in their entirety. The manner of the controversy set a new standard of consideration, and even, one might say, of politeness. The union did not threaten a strike; and the operators agreed to discuss wages in advance of any legal necessity, since the present contract has still some time to run. The extraordinary rise in prices appealed to them as a cause for higher wage. Justice was seen in the same light by both parties. There is increasing evidence that a new spirit of co-operation, of which the present case is typical, bids fair to sweep the country. It would be unjust to permit a sinister cynicism, based on past rancor, to blind us to the real efforts which are being made to accommodate our relations in a spirit of fairness.

It must be a consoling thought to the Laplander's wife when wearing a \$10,000 fur suit, to remember that her white sisters in this country have got to put up with goat skins and skunk hides.

Our Specialty: "Royal Oak"
FOR SHOEMAKERS
Bends, Blocks and Strips
Shoe Store Supplies
Wool Soles, Socks, Insoles, Etc.
THE BOSS LEATHER CO.
744 Wealthy St. Grand Rapids, Michigan

Michigan Shoe Dealers' Mutual Fire Insurance Co.

Fremont, Mich.

Organized in 1912

Responsibility Over \$1,400,000

We carry the risks of approved shoe dealers at 25 per cent less than regular board rate.

We give ample protection and make prompt adjustments in the event of loss by fire.

All losses are adjusted by our Secretary or our Special Agent.

Quality is Always Recognized

in whatever form it may be expressed.

No person can fail to see in the

Bertsch and H. B. Hard Pan Shoes

all that the art of good shoe making can put into a shoe to form that unusual combination of STYLE and WEAR RESISTING QUALITIES which these lines possess.

You simply cannot go wrong on the BERTSCH (dress) and H. B. HARD PAN (service) Shoes, Mr. Dealer. Every shoe must measure up to the high standard of quality set for our goods. That's why there is such a tremendous volume of sales on shoes which bear our name.

Get started on these lines. You'll find them all high class, honest money makers.

BUILT FOR SERVICE—WEAR LIKE IRON

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

Talk about the H.C.L.

Some people don't take advantage of *their opportunities* for SAVING.

To Illustrate



The Price is \$1.50 net

This

Hood Work Shoe

will wear like iron—perhaps better than any leather shoe purchasable at \$2.50 (possibly more) at retail.

NOW!

Why don't YOU tell them about it?

Thousands (yes thousands) of dealers have, and are reaping benefits—TWO WAYS. They give *value* (result business building.) They demonstrate to their customers that at THEIR STORE *money can be saved* (result business building.)

Do YOU get us?

Grand Rapids Shoe & Rubber Co.

The Greatest Rubber House in this Territory

GRAND RAPIDS



Pioneer Work of Banker in National Preparedness.

Until the question of taxation is settled by Congress, a dull market in securities is looked for. It can be stated, with a fair degree of positiveness, that corporate financing—the issue of new securities for industrial corporations and railroads—will be on a very conservative basis.

While active preparations for the entry of the United States into the Kaiser's war has overshadowed the normal trend of business, activity in branches not called upon for war supplies is well maintained. There is a spirit of conservatism clearly apparent, but this must not be attributed to fear of eventualities, but to the present high level of prices. This conservatism is causing a slowing down in industrial activity, as merchants and other wholesale buyers of commodities and building material naturally hesitate to contract for more than enough to fill their immediate and pressing needs. Credit conditions, as shown by the failure figures, are excellent. "It is an ill wind that blows no one good." The fact that under the law the Government can make its own prices for war munitions insures a disappearance of abnormal profits. This means no speculative boom in war order stocks and will tend, also, to stabilize matters in the security market. The taxation question will be felt in the securities market with a tendency to a drop in the price of industrial and railroad bonds, while municipal bonds, due to their being exempt from taxation, will probably remain in fair demand at their present strong level for some time to come.

The situation of the railroads with regard to the taxation question is serious. Operating costs this year are running high without any permanent relief afforded by permission to increase transportation charges. The ray of light in this situation is that the administration, realizing the necessity as a war measure of having the transportation system of the country as nearly 100 per cent. efficient as possible, will arrange relief from the financial strain the roads are now laboring under.

One encouraging phase of the situation is that the vast amount of money to be raised by the Government will not go out of the country, but will, so to speak, be simply transferred from one hand to another, keeping in circulation and keeping labor well and profitably employed.

Of equal importance to raising the army and financing the same is the National movement for an increase in our food supply. The present agi-

tation and preparation for the mobilization of agricultural labor is laying the foundation for a future prosperity beyond the dream of the present generation. The beneficial results of greater food production will be so manifest and its need so clearly urgent that it is doubtful if the country will ever fall back into the slouchy, happy-go-lucky method of farming of the past.

In this respect we must all say, "All hail to the banker." His has been the pioneer work in better farming and more prolific yields. The movement was started and received its impetus in the time of peace, forming a nucleus of preparedness invaluable in the present crisis. This is true because the banker in his efforts to better the condition of his rural customer has awakened his interest and educated him up to the point of taking an interest in his own welfare, thus preparing his mind to receive and understand the startling facts as to real food conditions being hammered at him from all sides.

The poultry, pig, corn and calf clubs organized by the banks for the rising generation will prove the corner stone of the structure of peaceful prosperity to be reared in the future.

That Henry A. Vanderlip, President of the National City Bank of New York, was right when he said no country was ever so well prepared, financially, to face any demand made upon it as the United States is apparent from available banking figures. Since the beginning of the war Great Britain has been accommodated with \$1,131,400,000; France, \$736,700,000; Russia, \$148,500,000; Italy, \$25,000,000; Germany, \$20,000,000; Canada \$334,999,878; Newfoundland, \$5,000,000; Latin America, \$160,267,375; Asia, \$9,000,000 and neutral European nations, \$25,000,000. Making a total of \$2,605,867,253, and yet the banks of the United States have deposits approximating \$30,000,000,000. It is estimated by an authority on banking and finance that the annual income of the citizens of the United States aggregate \$50,000,000,000. There is no question but that the \$7,000,000,000 war loan authorized by Congress will be easily absorbed and still leave an ample surplus for carrying on ordinary business. Individual thrift is a contributor to this state of affairs, and if this is carried into the economical management of the home and the elimination of the enormous food waste of which this country has been guilty, the financial burden of the war will be easily borne.

Why Trust Company Investments Are **SAFE?**

When funds are given to this company to invest, the investments are made only after the most careful investigation by a **SPECIAL INVESTMENT COMMITTEE**, whose personnel has remained unchanged during twenty years.

These men are all prudent, conservative, practical and successful business men of broad experience. Each member of the investment committee is aided by the special facilities which this large trust company has for ascertaining the real values of securities of every type.

Send for blank form of Will and booklet on Descent and Distribution of Property.

THE MICHIGAN TRUST CO. OF GRAND RAPIDS

Safe Deposit Boxes to rent at low cost.

Audits made of books of corporations, firms and individuals.

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



CAMPAU SQUARE

The convenient banks for out of town people. Located at the very center of the city. Handy to the street cars—the interurbans—the hotels—the shopping district.

On account of our location—our large transit facilities—our safe deposit vaults and our complete service covering the entire field of banking, our institutions must be the ultimate choice of out of town bankers and individuals.

Combined Capital and Surplus.....	\$ 1,724,300.00
Combined Total Deposits	10,168,700.00
Combined Total Resources	13,157,100.00

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED

The Michigan Bean Jobbers' Association is endeavoring to interest Michigan bankers in the formation of bean clubs as a profitable and a patriotic service with the slogan, "10,000,000 bushels of beans for Michigan." E. L. Wellman, of Grand Rapids, is chairman of the Bean Club Committee. The bean club can be started upon the same basis as the egg and poultry clubs and there is little doubt that the banks will heartily co-operate in the plan.

General Manager F. O. Barden, of the Boyne City Lumber Co., proposed at the annual meeting of that company, recently held in Grand Rapids, to offer to any one or any number of persons 10,000 to 12,000 acres of cut-over hardwood lands free of rent during the war, with the privilege of buying the land at the end of that period if they so desire. The suggestion was unanimously adopted by the company, which is composed largely of Grand Rapids men, including Claude Hamilton, Vice-President of the Michigan Trust Company, Heber Curtis, Vice-President of the Kent State Bank and others. The lands are located in Charlevoix county and are easily cleared. Paul Leake.

Helping the Farmer.

Next to swelling the ranks of the army, helping the farmer feed the army is acknowledged by those in the inner circle as the greatest need. To counterbalance the lack of farm help we are to have recruits of all ages and from all the walks of life. Many of these enter because of their desire to become useful, and they will learn efficiency in the new business. Some will prove, as inexperienced people prove in every other vocation, more bother than they are worth; for it is even a greater work to "break in" a new hand behind the plow or harrow than behind the counter.

The back-yard garden movement carries with it more of direct value in that it gives to almost every person the opportunity to get needed exercise while adding something to the world which it needs. There will be mistakes, even in this; but the more limited demands will enable the thinking person to make good at some points, although they may require special study. Just here it may not be amiss to say that while a generation or two ago it might have been in a measure true that any one could farm, this is far from true now. It takes quite as varied a knowledge to farm successfully as to engage in almost any other occupation. Competition, demand for quality, insect pests—these and other conditions have rendered it necessary for the farmer to know the chemistry of soils, horticulture, mechanics and many more subjects in their elements; and thus the raw recruit has quite an apprenticeship to serve before he can be of the best service.

Business men who wish to aid in the cause can do quite as much to aid the farmer through sending good seed and working tools as in inducing a promiscuous class to flock to the fields. The partial failure of many crops last season leads to a shortage, even for the normal planting. The

unprecedented demand for food products will tempt some, in lieu of the extra good seed, to plant some not so good, thereby partially wasting ground and labor. It has been very thoroughly proved that the best seed is the most profitable. In this of all seasons, planters should be encouraged and helped to get the best.

The problem of fertilization is another big one, in many instances involving more capital than is available. The new farm loan law will help at this point as well as in the furnishing of better implements. But the business man who wants to aid the farming movement may do so in a better way than by leaving his own work, which he has become an expert in managing. By sticking to his job and working it for all possible profit, he will have the means to aid the farmer in getting the better facilities for doing his part.

If you want to help Uncle Sam in his greatest emergency, why not at least supply the local trade with seed at cost, taking special care to have this seed the best possible for your own locality. To be more generous, donate a certain amount of seed with each pound or bushel purchased. Some seedsmen are helping to meet the situation by meeting the gardener half way and sharing the harvest. One thing is certain—there will be less vacant land than ever before. Will you do your part in eliminating the waste places from your own town?

The Day of Spring.

Written for the Tradesman.

Up! Away! Spring is nearing;
Come, To-day! Hear the cheering
Blue bird's song
Sweet among
Willows wearing tints of green,
Pussies daring to be seen.

Hark! Once more! Song of Spring days!
As of yore, hear the glad lays
From each tree!
Now with glee
Red-breast brings again his note,
Proudly sings with happy throat.

Feel the south breeze, warm 'tis blowing,
Soon the shadblows will be showing
Veils of white,
Telling quite
Spring is here. Arbutus, too,
Hepatica's cheer and violet blue.

For the days of winter's blast
Spring repays tenfold at last,
With her flowers,
Sun and showers;
A brook to fish, with rod and flies,
Naught could I wish—'tis paradise.
Charles A. Heath.

The proof of the political pudding
lies in the plum distribution.

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

Capital - - - - \$500,000
Surplus and Profits - \$500,000

Resources

9 Million Dollars

3½ Per Cent.

Paid on Certificates

Largest State and Savings Bank
in Western Michigan

THE PREFERRED LIFE INSURANCE CO.

Of America offers

OLD LINE INSURANCE AT LOWEST NET COST

What are you worth to your family? Let us protect you for that sum.

THE PREFERRED LIFE INSURANCE CO. of America, Grand Rapids, Mich.

Saginaw Valley Trust Company

SAGINAW, MICHIGAN

No. 109 So. Jefferson Ave.

Authorized Capital and Surplus \$250,000.00

THE COMPANY ACTS AS EXECUTOR, ADMINISTRATOR, TRUSTEE, GUARDIAN, DEPOSITARY OF COURT MONEY AND IN OTHER RECOGNIZED TRUST CAPACITIES.

It allows 4 per cent. interest on Certificates of Deposits, and holds, manages and invests money, securities and other property, real and personal, for individuals, estates and corporations. It has the only complete set of ABSTRACT books covering all lands in Saginaw County, and is prepared to make your abstracts promptly.

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Wm. J. Orr, Vice-President. Wm. Meissner, Ass't Secretary.
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THE



GRAND RAPIDS, MICH.

177 MONROE AVE.

Complete Banking Service

Travelers' Cheques Letters of Credit Foreign Drafts
Safety Deposit Vaults Savings Department Commercial Department

Our 3½ Per Cent SAVINGS CERTIFICATES ARE
A DESIRABLE INVESTMENT

Fourth National Bank

United States Depository



Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on
Savings Deposits
Compounded Semi-Annually

3½

Per Cent Interest Paid on
Certificates of Deposit
Left One Year

Capital Stock and Surplus
\$580,000

WM. H. ANDERSON, President
J. CLINTON BISHOP, Cashier

LAVANT Z. CAUKIN, Vice President
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WORLD WIDE FOOD CRISIS.

Merchant's Duty in the Present Emergency.

Written for the Tradesman.

Our Government has rightfully determined to enter this great war in order to protect the lives and property of American citizens which Germany has insisted on destroying at will. Therefore, it becomes the duty of every American citizen, regardless of his business, to co-operate in the fullest extent with our Government and our people. This may call for some sacrifices on our part, but we should joyfully strive to lighten the burdens of those who fight our battles in the far away trenches of Europe and to make it as easy as possi-

ter, because what he buys and sells literally makes the community in which he lives. He also is looked upon as having a fair insight into the food conditions of our country and is asked for advice and co-operation in the marketing and production of more. Therefore, I will mention a few things which will help our community and our country in this great struggle we are undertaking.

Encourage every customer to do his share by planting as large an acreage as possible of both vegetables and grains and let us do all we can to aid him in securing help to care for this acreage and to see that it is properly harvested. If necessary, our schools should be closed during the potato harvest and every person old enough



John A. Lake.

ble for those who are dependent upon them and are left behind.

In this struggle we can not all serve our country upon the battlefield, but the success and honor of those who fight depends, to a certain extent, upon the conduct of those who are left at home to produce the food, clothing, munitions and other supplies which are so necessary for the success, not only of our own army and navy, but our Allies, who thus far have stood the brunt of this great conflict. To the retail merchant falls no small amount of responsibility in this mat-

ter, because what he buys and sells literally makes the community in which he lives. He also is looked upon as having a fair insight into the food conditions of our country and is asked for advice and co-operation in the marketing and production of more. Therefore, I will mention a few things which will help our community and our country in this great struggle we are undertaking.

We should also encourage our

Veit Manufacturing Co.

Manufacturer of

Bank, Library, Office and Public Building Furniture
Cabinet Work, High Grade Trim, Store Furniture
Bronze Work, Marble & Tile
Holland, Michigan

TO HOLDERS OF American Light and Traction Co. Common Stock

A careful computation concerning the excess tax on the common stock as designated by the new Federal law shows that the cost to the Company will be but 50 cents per share. These figures prove that there is no cause for worry on the part of any holders.

We will maintain an active market in the warrants on and after May 1st.

Thurman-Geistert & Co. INVESTMENT SECURITIES

Michigan Trust Building
G. R. Savings Building
Grand Rapids, Michigan

Francis Smith Block
Muskegon, Michigan

BUY SAFE BONDS

6%

Tax Exempt in Michigan

Write for our offerings

HOWE SNOW CORRIGAN & BERTLES INVESTMENT BANKERS

GRAND RAPIDS SAVINGS BANK BLDG. GRAND RAPIDS, MICHIGAN.

The drawing of your Will is a matter of too great importance in relation to your affairs and to those dependent upon you to be put off from day to day.

It is too important a document to be drawn carelessly. We advise those who desire to name this company as Executor and Trustee to have their wills prepared by a skilful, and trustworthy Attorney.

When this is done please notify our officers, and your will, if you so choose, will be kept in our vault without charge, to be instantly available when wanted.

Ask for booklet on
"Descent and Distribution of Property"
and Blank Form of Will

GRAND RAPIDS TRUST COMPANY

MANAGED BY MEN YOU KNOW
OTTAWA AT FOUNTAIN. BOTH PHONES 4391

farmers to raise and mature all the cattle, hogs and sheep possible during the coming year. Chickens can be cheaply and quickly grown and will relieve the demand for meat to a certain extent. All stock should be matured as much as possible and well fattened, as this greatly increases the number of pounds. A little encouragement and help along this line will do much toward preventing an increased cost in meats during the present year and the person who produces them will be sure of excellent returns on money and time invested.

If we have any clerks who wish to serve in the army or navy, let us try to keep their positions open until they return. Let us take an interest in them while away. They will appreciate a letter from us occasionally. Let us show an interest in their family. They are fighting our battles as well as our Nation's and we certainly owe it to them. Let us encourage and aid all Red Cross and other charitable movements which will contribute to the comfort of our soldiers and their families.

Let us avoid finding fault with our State and National officials. They know what they are doing much better than we do. Circumstances may not permit them to tell us all, therefore let us have implicit trust in those whom we have elected to office and who serve us during this trying period. One of the hardest things for our Nation to combat is criticism and lack of support at home. It discourages our soldiers and lends encouragement to the enemy.

Let us use good judgment and encourage others to do the same in all discussions around our place of business. We should avoid making any ill remarks about the German people. They are not to blame for present conditions and a defeat of the present governing power of Germany will strike the shackles from the hands of the downtrodden and oppressed people of Germany, as well as ensure a continuance of American liberty and civilization which the Kaiser has long planned to destroy. We should remember that millions of them left their Fatherland and came to America to escape this very militarism which we are trying to crush and that they and their descendants are among the very best citizens of our country to-day. Let us remember that German blood stains every battle field that stands for American freedom and that thousands of German people will cross the ocean to fight against their Fatherland. Of course, once in a while some crank will commit some depredation or make remarks which are trying in the extreme to us who support our Nation in this hour of trial, but let us not punish a race for the act of a few irresponsible citizens.

In the conduct of our business let us avoid any speculation in food stuffs. Let us see that all surplus products find a ready market in some city where they are wanted. We can get in touch with other merchants and commission houses and avoid a great deal of waste in seeing that all surplus is promptly marketed. Let us aid our customers to the fullest extent in the selection of foodstuff

which will give them the greatest possible value for their money. We can suggest substitutes in many articles which are scarce and high and thus equalize conditions as much as possible. We can encourage a low tax rate in our city and county and discourage public improvements during this war, unless necessary. This will enable many who usually work in the cities to seek employment in the country and thus help in the production and marketing of various supplies. If we will give this great war our proper support and strive to do the best that we can during the period that it will last we can be of inestimable value to our country during this trying period which is before us and every merchant should see that he does his very best and thus aid in lending strength to our great Republic.

John A. Lake.

It is not necessary to read into the labor strikes now in progress in every considerable city of Germany a menace of revolution in order to give them significance. It is enough that the strikes have taken place and that the government has found it necessary to meet the demand for an increased bread ration. Nor is the sad economic state of the working people, thus revealed, in itself the most impressive feature. The really notable thing is that popular discontent should be manifesting itself at a time when Germany's armies are under tremendous pressure, and that munition workers should go out on strike at a time when Hindenburg needs every gun and shell that can be turned out. It means that the cheerful and united front of the German people against a world of enemies, of which the leaders have justly been so proud, is broken at last, and that even Teuton patience and loyalty are not equal to the strain. It means that even German administrative skill has collapsed, for the burden of complaint from the workers in the cities is that there has been unjust discrimination against them. Less and less are the German people exhorted to hold out for the

splendid rewards of victory and more and more frequently are they asked to contemplate the bitter portion of defeat. The German workman is told that he will have less food than ever if England wins the war, and the Kaiser hears it from Reventlow and the Junkers that the monarchy is lost if he cannot bring victory. For the argument of national strength and confidence there is being substituted the argument of fear.

If the women's shoes get much higher, a step ladder will be needed before the dear creatures can reach the top button.

Without weariness there is no rest, even as without hunger there is no relish for bread.



THE BANK WHERE YOU FEEL AT HOME

GRAND RAPIDS SAVINGS BANK

WE WILL APPRECIATE YOUR ACCOUNT
TRY US!

Michigan Bankers & Merchants' Mutual Fire Insurance Co.

Fremont, Michigan

We are organized under the laws of Michigan and our officers and directors include the best merchants, bankers and business men of Fremont.

We write mercantile risks and store buildings occupied by our policy holders at 25 per cent. less than the board rate established by the Michigan Inspection Bureau.

If you are interested in saving one-third of your expenditure for fire insurance, write us for particulars.

Wm. N. Senf, Secretary.

LIVE WIRE COLLECTION SERVICE

No collection, no charge

We begin where others leave off

We work just as hard on claims of \$1.50 as we do on larger claims

Prompt Reports and Remittances

PURVIS MERCANTILE AGENCY

99 Fort Street, W.

DETROIT

Invitation to Gem Stockholders

We extend an invitation to the many Gem stockholders to call at our office and arrange for a demonstration of Grand Rapids' most beautiful pleasure car—The Gem—two of which are at your disposal.

We feel that the confidence you placed in us before seeing the cars will be strengthened a hundred-fold.

Stock has been purchased strongly in the last few weeks and will continue at par—\$10 per share for only a short time.

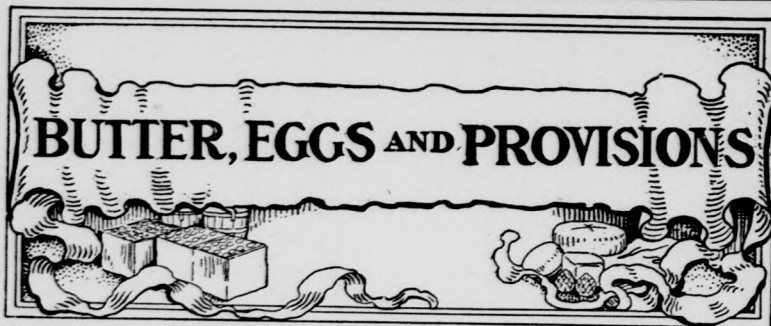
DEUEL & SAWALL, INC.

405-6-7 Murray Building

GRAND RAPIDS, MICHIGAN

Citizens 7645

Bell M. 2849



Michigan Poultry, Butter and Egg Association.

President—J. W. Lyons, Jackson.
Vice-President—Patrick Hurley, Detroit.
Secretary and Treasurer—D. A. Bentley, Saginaw.
Executive Committee—F. A. Johnson, Detroit; H. L. Williams, Howell; C. J. Chandler, Detroit.

Preserve Eggs by Water Glass or by Limewater.

March, April, May and June are the months when the hens of the country produce about 50 per cent. of the lay of the whole year. These are the months, also, when the thrifty housewife who has her own hens, or who can draw upon the surplus supply of a near-by neighbor, puts away in water glass or limewater eggs for next autumn and winter. To ensure success, care must be exercised in this operation. The following directions are from the U. S. Department of Agriculture.

In the first place, the eggs must be fresh, preferably not more than two or three days old. This is the reason why it is much more satisfactory to put away eggs produced in one's own chicken yard.

Infertile eggs are best, if they can be obtained. After the hatching, exclude roosters from the flock and kill them for table as needed.

The shells must be clean. Washing an egg with a soiled shell lessens its keeping quality. The protective gelatinous covering over the shell is removed by water and when this is gone the egg spoils more rapidly.

The shells also must be free from even the tiniest crack. One cracked egg will spoil a large number of sound eggs when packed in water glass.

Earthenware crocks are good containers. The crocks must be clean and sound. Scald them and let them cool completely before use. A crock holding six gallons will accommodate eighteen dozens of eggs and about twenty-two pints of solution. Too large crocks are not desirable, since they increase the liability of breaking some of the eggs, and spoiling the entire batch.

It must be remembered that the eggs on the bottom crack first and that those in the bottom of the crocks are the last to be removed for use. Eggs can be put up in smaller crocks and the eggs put in the crock first should be used first in the household.

"Water glass" is known to the chemist as sodium silicate. It can be purchased by the quart from druggists or poultry supply men. It is a pale yellow, odorless, sirupy liquid. It is diluted in the proportion of one part of silicate to nine parts of distilled water, rain water, or other water. In any case the water should be boiled and then allowed to cool.

Half fill the vessel with this solution and place the eggs in it, being careful not to crack them. The eggs can be added a few at a time until the container is filled. Be sure to keep about two inches of water glass above the eggs. Cover the crock and place it in the coolest place available from which the crock will not have to be moved. Inspect the crock from time to time and replace any water that has evaporated with cool boiled water.

When the eggs are to be used, remove them as desired, rinse in clean, cold water and use immediately.

Eggs preserved in water glass can be used for soft boiling or poaching, up to November. Before boiling such eggs prick a tiny hole in the large end of the shell with a needle to keep them from cracking. They are satisfactory for frying until about December. From that time until the end of the usual storage period—that is until March—they can be used for omelettes, scrambled eggs, custards, cakes and general cookery. As the eggs age, the white becomes thinner and is harder to beat. The yolk membrane becomes more delicate and it is correspondingly difficult to separate the whites from the yolks. Sometimes the white of the egg is tinged pink after very long keeping in water glass. This is due, probably, to a little iron which is in the sodium silicate, but which apparently does not injure the egg for food purposes.

Limewater is also satisfactory for preserving eggs and is slightly less expensive than water glass. A solution is made by placing two or three pounds of unslacked lime in five gallons of water, which has been boiled and allowed to cool, and allowing the mixture to stand until the lime settles and the liquid is clear. The eggs should be placed in a clean earthenware jar or other suitable vessel and covered to a depth of two inches with the liquid. Remove the eggs as desired, rinse in clean, cold water, and use immediately.

At a recent meeting of the members of the Retail Merchants' Credit Association at Sioux Falls, S. D., funds were subscribed looking toward the purchasing of 1,000 settings of full-blood chicken eggs to be given away to as many farmers in Aberdeen's trading territory. The purpose is two-fold, to encourage the raising of purebred poultry, and, naturally, to make Aberdeen more a center for butter, eggs and poultry. It was stated at the meeting that only one-fifth of the eggs used in Aberdeen are produced in Aberdeen territory.

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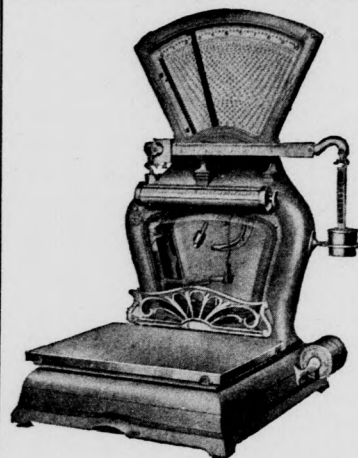
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Dandelion Vegetable Butter Color

A perfectly Pure Vegetable Butter Color and one that complies with the pure food laws of every State and of the United States.

Manufactured by Wells & Richardson Co.
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No. 75 Automatic

Capacity 100 lbs.

Scales for
**GROCERS
BUTCHERS
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HARDWARE
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and many other lines of
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Guaranteed to comply with the
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A. C. Fessenden, of Boon, Mich., says:
"Your scale puts a plug in the down
weight leak that makes a noise like silver
dollars in the merchant's pocket."

Detroit Automatic Scale Co.
Detroit, Mich.

Grand Rapids Office, 9 Ionia St. N. W.

If you want quick and satisfactory results, ship your
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F. H. Cash Company

Bay City, Mich.

Check Mailed
Same Day Goods
Are Received

References,
Any Mercantile Agency
Farmers State Savings Bank
Bay City, Michigan

You pay no freight, cartage or commission. Weekly quotations mailed on request.



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DORNBOS Single Binder

Overflowing with Quality
Try them.
It will bring you friends
and business.

Opposition to Increased Rates.

The National Poultry, Butter and Egg Association has filed with the Interstate Commerce Commission a protest against increase in freight rates, particularly to those applying to poultry and dairy products.

Attention is called in the protest to five phases of the subject which are stated to be good and sufficient reasons against any rate advance on these products, as follows:

1. That never in the history of the transportation business have the railroads been so prosperous as now; that all indications point to its continuance for years to come; that the asking of a general freight rate advance to offset the effect of Adamson law will, if yielded to, defeat the very purpose of the law itself.

2. We take the position that the rates now assessed on dairy products are high enough and too high, when considered with rates applying to other similar traffic.

3. That until such time as proper regulations can be had through your honorable body, or through other duly constituted authorities under law, as to the issuance of railroad securities, the declaring of stock bonuses—in fact, safeguarding the entire scheme of financing common carriers—we contend that equitable rate regulation is impossible and will be found to work out a failure in actual practice.

4. That in the face of lagging production of the products in which we are interested, and just as constantly increasing consumptive needs for them, it would be disastrous to the future of our industry for a heavy extra burden, such as is proposed, to be assumed.

5. That it would be unfair and unjust to both consumers and producers for transportation charges on the products we handle to be increased, because the welfare of both is bound up to a large extent with the problem of transporting these products from the regions where they are produced and collected, to the distant consuming centers which, as you are aware, is a big factor in determining the cost of these necessities to the consuming public.

The Association says further:

"We respectfully suggest that an exhaustive investigation should precede any general advance in transportation charges for dairy products as well as for other commodities.

"In conclusion we hold that the burden of proof is on the railroads to show that any advance whatever is justified when all the facts involved are taken into consideration."

"Canned Eggs" for the Table.

High grade eggs, canned for table purposes, are the newest wrinkle in the egg game. Canned eggs for the consumer have been tested out now for more than a year and have been found to be thoroughly practical. Steps are being taken to put the canned eggs on the market, advertise them thoroughly to consumers and the trade, and establish them as a standard article of food.

This new departure in the line of egg products is the idea of Stanley

Wyckoff, head of the Indianapolis Poultry Company, Indianapolis, Ind. Mr. Wyckoff was here the early part of this week to talk with several large business men who are figuring on interesting themselves in the proposition. It is probable that the company organized to make and market these canned eggs will have its headquarters here, although at present Mr. Wyckoff is putting up the eggs at his Indianapolis plant.

He has been working on the idea about a year. Last season he put up his first eggs, packed them in boxes like any other canned goods, and left them in his office. This spring he began opening the cans to see how the eggs had kept, and found them in perfect condition.

The eggs are like hard-boiled eggs, except that they are in a solid mass shaped like the can, and are sliced up for use like meat-roll or other table edibles. The eggs are canned during the flush periods, when they are reasonable in price. The eggs are broken, and six placed in each can. The cans are then sealed and placed in steam just as any other products are canned, and this process boils the eggs and makes them fit to keep fresh until opened. Mr. Wyckoff says he now has made it possible to have each egg separate in a parchment wrap, permitting them to be taken out individually instead of in a mass when opened. It is proposed to put eggs on the market so that they can retail for about 20 cents a can.

It is expected that the canned eggs will find a big demand for war purposes, mining camps, and commissaries, and other consuming outlets when fresh eggs are high in price.—Packer.

Just a Lay.

Neighboring gardeners remind us
We must keep our pullets tied,
Or arising some bright morning,
We shall find the best have died.
We believe in peaceful methods
And abhor all dreadful deeds,
Hence we'll teach our fowls productive
To spare beets and scratch up weeds.

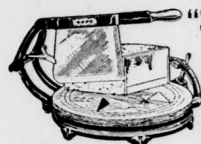
"It is interesting to note," writes a firm of dealers who have been watching the egg game for fifteen or twenty years, "that twenty years ago to-day we were offering to sell locally fresh eggs at 5 cents a dozen." It makes one smile to read of these figures, and twenty years ago few, if any, of us ever expected to see eggs selling at the figures they are bringing to-day. Yet, doubtless, none of us would wish to see eggs sold on the twenty-year ago basis now, since this would be entirely out of harmony with the scale of earnings of the farming and poultry industry and also with the scale of earnings in other lines and the price of other products. No one desires other than that everyone should obtain a moderate profit and a reasonable profit from what they produce or sell.

**Early Seed Potatoes Seed Corn**

Write for Prices and Booklet

Reed & Cheney Co.

GRAND RAPIDS, MICH.

**"SAFE" COMPUTING CHEESE CUTTERS**

Assure a profit on cheese, automatically gauge 6c, 10c slices, etc., 4-lb., 2-lb., etc. Sanitary, convenient, inexpensive and the most accurate.

WOODEN CABINETS ALSO

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We Pay by Return Mail

Best Prices for

DAIRY BUTTER

Packing Stock, Eggs

Prompt returns mean better profits for you

Van Den Berge Bros.

Wholesale dealers in

BUTTER, EGGS AND CHEESE

KALAMAZOO, MICH.

Rea & Witzig

PRODUCE
COMMISSION
MERCHANTS

104-106 West Market St.
Buffalo, N. Y.

Established 1873

Live Poultry in excellent demand at market prices. Can handle large shipments to advantage. Fresh Eggs in good demand at market prices.

Fancy creamery butter and good dairy selling at full quotations. Common plenty and dull.

Send for our weekly price current or wire for special quotations.

Refer you to the People's Bank of Buffalo, all Commercial Agencies and to hundreds of shippers everywhere.

EGGS WE BUY WE STORE WE SELL EGGS

Make us your shipments when you have fresh quality Eggs, Dairy Butter or Packing Stock—always in the market, quick returns. We sell Egg Cases and Egg Case material. If not receiving our weekly quotations write us.

KENT STORAGE CO.

GRAND RAPIDS, MICHIGAN

Established 1876

Send us your orders **FIELD SEEDS**

Clover, Timothy, Orchard Grass, Blue Grass, Red Top

Would like to have your trade

Pleasant St. and Railroads **MOSELEY BROTHERS** Grand Rapids, Mich.

So Clean

Creamnut BREAD

So Good

Made only in the "Airylight" Bakery which has

No Stables No Horses No Living Rooms

All Sunshine and Daylight
Everything Spick and Span

Your Customers Want This New Bread

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Prescott St. and South Ionia Ave.

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Jobbers and Shippers of
Everything in

Fruits and Produce

Grand Rapids, Mich.



Michigan Retail Hardware Association.
 President—James W. Tyre, Detroit.
 Vice-President—Joseph C. Fischer, Ann Arbor.
 Secretary—Arthur J. Scott, Marine City.
 Treasurer—William Moore, Detroit.

What the Hardware Dealer Can Do in May.

Written for the Tradesman.

The wideawake hardware dealer comes to this time of the year with a clean, bright store and a well assorted stock. He has seen the approach of spring, and has used the dull winter months for the wise purpose of getting everything into the utmost state of preparedness.

Cleanliness appeals very strongly to every customer nowadays. Particularly does it appeal to women; but even mere man will not by preference go to a dirty, dingy hardware store. A well kept store, to most minds, bespeaks well selected goods.

Furthermore, the hardware dealer who looks after things as he should—who looks ahead and plans ahead as every merchant has to nowadays—has his stock as well as his store in readiness for the spring campaign.

Windows should now display sporting goods. It does not hurt to be a little previous with your seasonable displays; but it does hurt most emphatically to put off your seasonable displays until they are anything but seasonable. Modern merchants realize that fact. So they don't do as Old Man Hannigan did.

Hannigan ran a country store on tenth line, and he never changed a display. If he sold something out of the window, he replaced it with something else—generally with something that he wanted to get out of the way. Like as not, the window would show snow shovels in June, and tennis racquets in January—that is, if Hannigan had handled tennis racquets. Said a traveler one day:

"Tom, why don't you put something seasonable in that window of yours? How can you expect a window to sell things for you if you don't show the things that people want when they want them?"

Said Hannigan: "My friend, I don't ask me window to sell things. If there's any sellin' to be done around here, 'tis Tom Hannigan will do it. If I showed the things that people want when they want them, I'd be forever pestered with havin' to buy more stuff. Go 'long wid ye."

Old Tom had lots of time on his hands, and enough money, and nobody depending on him. But we who keep store nowadays have to make both ends meet and set aside a bit for a rainy day. The job keeps us busy. And one essential is to make those windows of ours sell things

for us. Make them talk to the folks who go by in the streets of seasonable goods. Put into your windows a line of stuff that will strike a responsive chord in most minds.

For instance, right now is a good time to display gardening tools. Most men are already digging in their backyard gardens. This is a war year under the Stars and Stripes. Our Canadian neighbors who have been three years at war are calling on their people for "More Production" and are urging back yard gardens as a great help. The garden for them isn't merely a money saver, or a provider of tasty vegetables in season, or a means of healthful exercise—it is a patriotic duty. Across the line, folks who are too old or too stout or too ill to fight are getting back into youthfulness and into fighting trim by turning over the sods.

You can take time by the forelock. In your gardening window, touch on the patriotic side of the thing. More production will help win the war; and a garden in every yard, and on every vacant lot, will mean more production.

The hardware store is full of gardening tools that might just as well be at work, helping to win the war.

Gardening comes first, and the lawn mower afterward. A lawn display can come a week or so after the gardening display. Mowers, sprinklers, garden hose, hose reels, clippers and other seasonable articles should figure in this display. If you can work a touch of realism into the window, so much the better. One window dresser carpeted his window with sod, and put on lawn benches, a swing and other suggestive items. This was reaching out effectively into later lines of trade.

These realistic touches involve work, but they give the window and the store a distinctive standing in the eyes of the towns-people. In the average small place, the hardware dealer, however, should not be too ambitious in reaching out for striking scenic effects. The task of putting together a scenic window may in-

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"Quality" Paint Manufacturers

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Get Our Dealers Proposition

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SPEEDWAY TIRES

5,000 Miles

HORSE SHOE TIRES

(Wrapped Tread System)

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PULLMAN TIRES

3,500 Miles

Made in all Styles and Sizes.

Made throughout of the very best materials used in tire manufacture. We know them to be the best tires in their respective class.

Red and Gray Inner Tubes,

Batteries, Spark Plugs and Automobile Accessories.

Wholesale Distributors:

Brown & Sehler Co.

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We have an Interesting Proposition to make to Dealers.

For Instant Shipment at Chicago Prices

Incubators and Brooders, Lime Sulphur Solution, Paris Green and Blue Vitriol, Black Leaf 40 and Formaldehyde, Denatured Alcohol at 72c, Roofing and Asphalt Shingles, warranted 28x1 1/4 Bike Tires \$1.25 each.

Van Dervoort Hardware Co., Lansing, Mich.

Signs of the Times Are Electric Signs

Progressive merchants and manufacturers now realize the value of Electric Advertising.

We furnish you with sketches, prices and operating cost for the asking.

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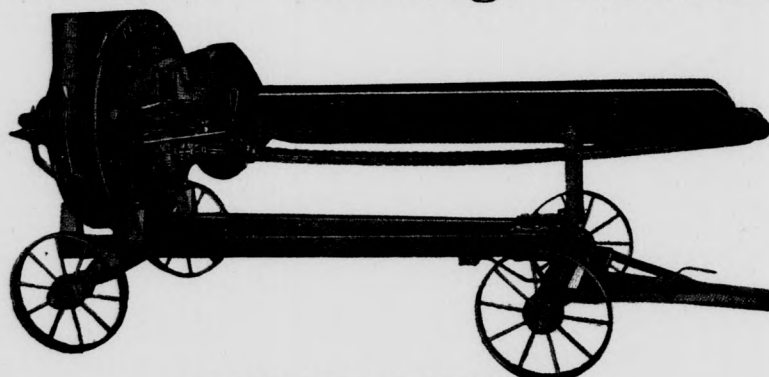
Sand Lime Brick

Nothing as Durable
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Makes Structures Beautiful;
No Painting
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Warm in Winter
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Brick is Everlasting

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"Blizzard" Ensilage Cutters



CLEMENS & GINGRICH CO.

Distributors for Central Western States

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Grand Rapids, Michigan

Foster, Stevens & Co. Wholesale Hardware

157-159 Monroe Ave. :: 151 to 161 Louis N.W.

Grand Rapids, Mich.

volve a greater outlay of time and money than the results justify.

If no scenic effect is desired, a good way to arrange gardening tools is by stacking the spading fork, hoe, rake and spade after the manner of rifles, at one side of the window. Three or four mowers can be similarly stacked in the center. The display can be bordered with rubber hose, and small tools, such as sprinklers, grass catchers, hose nozzles, hose clamps, etc., can be worked into the foreground. Garden, grass and flower seeds can be added to give an extra touch of color.

As a rule, it is good policy to put price tickets in the window. If you can devise a catchy slogan relative to the goods on display, embody it in a show card.

In May the sporting goods department should be pushed with vigor. Starting out with fishing tackle, the merchant can, as time goes on, include baseball, tennis, football, yachting supplies, automobile and bicycle accessories. A good yet economical display of fishing tackle can be made by simply stretching a net, either diagonally from the back wall of the window to the floor, or in a semi-circle the full length of the window, using apple-green for the background and floor helped out with artificial leaves and moss. Display such goods as floats, quills, lines, artificial minnows, etc. on this net, using the floor for the display of hooks in boxes, minnow buckets, and large goods which could not be well placed on the net.

Too much importance cannot be attached to the necessity of adequate display in connection with sporting goods. They are largely bought by young folk, and young folk buy in many instances on impulse.

House cleaning utensils are still timely. Paints should be pushed the entire season through. In connection with the housecleaning campaign, push stains, enamels, and interior specialties. Impress on housewives the value of paints and allied lines from a hygienic point of view. Although winter stoves are now pushed into the background, there is a good sale for kitchen ranges, gas, gasoline and oil stoves, and these should have a bit of display.

In the last two weeks of May, the hardware dealer should be developing his campaign for June business. In this business a central feature is of course the gift business. While the hardware store now carries many distinctly ornamental lines, it is well to lay some stress upon the fact that the hardware store is particularly fitted to supply useful gifts—the sort of gifts that young housewives speedily learn to appreciate.

Hence, while offering cut glass, hammered brass, and such lines on the one hand, the hardware dealer should not forget that a kitchen range is a very fine gift, that a full set of aluminum ware is pretty handsome, and that practical value is being more and more appreciated.

Suggestion will help in the gift business. Many purchasers of wedding gifts desire and will welcome help in making a selection. Have a printed list of suggestions, as com-

prehensive as possible, grading the articles according to prices.

Then, too, in the latter part of May, "showers" will be held for many June brides; and the hardware dealer should plan now to secure his share of the resulting trade.

William Edward Park.

Too Much Red Tape.

In the North End there once lived an Irishman who used to raise chickens in his cellar. He had no yard. But one day a neighbor, who had a small patch of ground, went away and left his hose running. The water ran into his neighbor's basement and drowned all the hens. And naturally Tim was mad. He went to the city hall. There was a long row of windows. He started in at the first.

"Me noime," said he, "is Tim Finnigan. O'i kape chickens in me boiseiment. Pat Murphy, who lives next door, lit his hose run and dhrowned thim all. What will I do?"

"Go to the next office," was the reply.

Tim got at the end of a line waiting at the next office, and when he finally worked his way to the front, repeated his story, and got the same reply. Patiently he repeated proceedings, in due course of time telling his story once more, and again being instructed to move on to the next office.

It took pretty nearly the whole forenoon to get through the city hall, always receiving the same reply. -Finally tired out and out of temper he arrived at the last room in the building and again repeated his tale.

"What shall I do?" he asked, in exasperated tones.

"Go home and raise ducks," was the far from sympathetic reply.

The Farm of To-Day.

We've bathed the bossie's tootsies, we've cleaned the rooster's ears,
We've trimmed the turkey's wattles with antiseptic shears.
With talcum all the guinea hens are beautiful and bright,
And Dobbin's wreath of gleaming teeth we've burnished snowy white.
With pungent sachet powder we've glorified the dog,
And when we have the leisure we'll manicure the hog.

We've done all in our power to have a barn de luxe;
We've dipped the sheep in eau de rose; we've sterilized the ducks.
The little chicks are daily fed on sanitized worms,
The calves and colts are always boiled to keep them free from germs.
And thoroughly to carry out our prophylactic plan,
Next week we think we shall begin to wash the hired man.

USED AUTOS

—My Specialty. Largest Stock—
Runabouts \$65—\$350 Touring Cars \$150 and up
What have you to trade? Easy terms.
Dwight's Used Auto Ex. 230 Ionia, N.W.

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will increase your sales and your profits by keeping your perishable goods fresh and salable at all times. Write today for Catalog and "Easy Payment Plan."
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Both Phones
GRAND RAPIDS, MICH.

HARNESS OUR OWN MAKE
Hand or Machine Made
Out of No. 1 Oak leather. We guarantee them absolutely satisfactory. If your dealer does not handle them, write direct to us.
SHERWOOD HALL CO., LTD
Ionia Ave. and Louis St. Grand Rapids, Michigan

OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS
The Tisch-Hine Co.
237-239 Pearl St. (near the bridge) Grand Rapids, Mich.

THE Keeley Treatment

Don't Despire the Drinking Man—Help Him

Don't kick a man because he is drunk. Help him. Surely every man is worth saving. Drop us a line and let us tell you how we can aid him. Address The Keeley Institute, 733-35 Ottawa Ave., N. W., Grand Rapids, Mich.

Use Half as Much
Champion Motor Oil
as of other Oil
GRAND RAPIDS OIL CO.



A Neat Package of Franklin Granulated Sugar

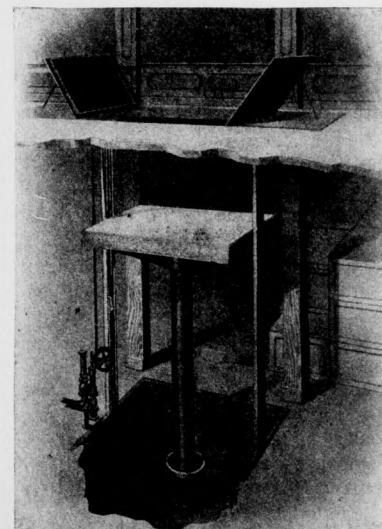
looks like something *ready for sale*. Franklin Granulated Sugar comes to your store in strong cartons or tidy cotton sacks ready to place on your counter or shelf. Nothing to do but hand it to the customer and take the money. No loss by overweight, no cost for bags and twine, *no bother*.

Franklin Granulated Sugar is sold in 2 and 5 lb. cartons and 2, 5, 10 and 25 lb. cotton bags

"A FRANKLIN SUGAR FOR EVERY USE"

Granulated, Dainty Lumps, Powdered, Confectioners, Old Fashioned Brown.

The Franklin Sugar Refining Company
Philadelphia



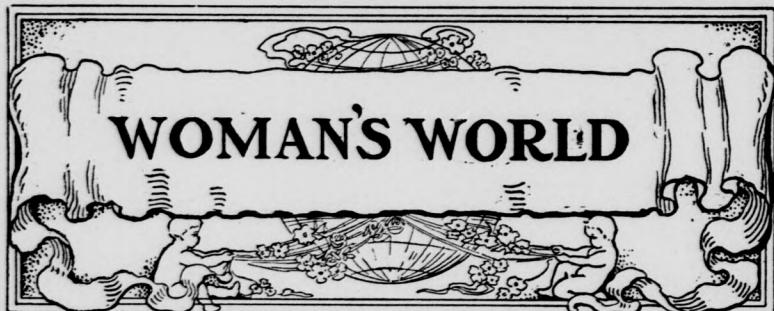
YOUR ELEVATOR!

Hydraulic
Electric, or Belt Power
Freight, Garage
Passenger

GET OUR PROPOSITION

Adolph Leitelt
Iron Works

213 Erie Street
Grand Rapids, Mich.



Concentrate the Effort on the Day's Work.

Written for the Tradesman.

Caroline Hoxie is a bachelor girl of 28, a stenographer by profession. As you would see at once were you to meet her, she is a young woman of the energetic, ambitious type.

Life for Caroline has been a struggle. She has been earning ever since she was 19. Nights and mornings her willing hands performed many household tasks, for she is the oldest of five children, and realized more fully than the others how heavy were her mother's burdens. Until very lately a large share of her earnings have gone into the family purse, for the Hoxies have had their full share of sickness and misfortune. In addition to their other cares, an aged grandmother, dearly loved by all but a cripple and an invalid, made her home with them until her death, which occurred last fall.

In helping with "Grandma" during the old lady's final illness, Caroline became so worn out that the doctor ordered a three months vacation—said that only a long rest would prevent a breakdown. She went to an aunt in the country, returning in the winter, her health and strength entirely recuperated. Very soon she took a position in a law office and resumed work with renewed vigor.

She receives a fairly good salary—better pay than the average stenographer, for her duties are exacting and she is unusually painstaking and capable. But naturally she would like to earn more. Her sisters are married and her brothers are working, so her people do not need her assistance as they have needed it heretofore. Caroline greatly desires to lay up something while she has the opportunity.

Lately she has had offers of work to be done outside of office hours. An author who knows her and knows how competent and accurate she is, would like to hire her to typewrite manuscripts. Two or three business men who do not employ stenographers would be glad to give her dictation for their correspondence. Caroline calculates that by devoting about five evenings of the week to this outside work, she easily could pick up at least three dollars extra pay.

She has a friend, a Mrs. Holcomb, before whom she usually lays her plans, and whose opinions she values. She told her of this extra work she was thinking of taking. "Now, Mrs. Holcomb, I want your views."

Mrs. Holcomb's views are so sane and sensible, so full of practical wisdom derived from experience and keen observation, that I give them

here for the benefit of all working women of the over-ambitious type.

"I know, Caroline, just how good that extra three dollars a week looks to you. Three dollars a week over and above your regular pay really is worth considering. I don't blame you at all for wanting to lay up what you can and all you can, after your years of generosity and helpfulness. I should blame you if you didn't. On just your regular pay you are doing very well indeed when you put a fiver in the bank every week. Eight dollars is a good deal more, and your account would grow much faster. I should be very glad to tell you 'Go to it.'"

"If you were like some girls I know, I at least shouldn't feel it necessary to oppose the plan. Several young women of my acquaintance who hold positions are so downright lazy that no one need worry about their overworking. If they took on something extra, they would give it up the minute they felt a little tired. But you must consider your own temperament, my dear Caroline. You will go to any length to accomplish what you undertake. You never spare yourself, and never realize that you are weary until you are utterly exhausted."

"I have been so glad, since you came back from your vacation, to see you rested and fresh and buoyant. You are not working right up to the limit—you have some surplus energy. Now a little surplus energy is a mighty good thing to have, Carrie. If you do this extra work, you soon will be all the time jaded and tired, just as you used to be when your grandma was sick and your folks were having it so hard at home. Being tired continually isn't a paying proposition, just from a money point of view."

"It doesn't help you to get into a better position—it might even cause you to lose the place you have. You have done well in your profession—far better than many do. But honestly I believe you would be drawing a higher salary to-day, if you hadn't been so loaded down with home duties during the past years. Now that you have a little chance to keep fresh and buoyant, why not take it?"

"You need full strength and vigor in order to fill your present place acceptably. Your duties are pretty strenuous. For legal papers the stenography and typewriting should be letter-perfect. Your employers have little peculiarities which it is your business to get along with smoothly. Then too, you must be agreeable to clients and callers. Tact and an atmosphere of optimism and cheer are

Fieglers

Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

Mr. Flour Merchant:

You can own and control your flour trade. Make each clerk a "salesman" instead of an "order taker."

Write us to-day for exclusive sale proposition covering your market for

Purity Patent Flour

We mill strictly choice Michigan wheat, properly blended, to produce a satisfactory all purpose family flour.

GRAND RAPIDS GRAIN & MILLING CO.,
Grand Rapids, Michigan

Double A Kind

THE CANDY FOR SPRING TRADE

Now is the time to re-arrange your Candy Case. Our salesman will show you samples of several **NEW GOODS** when he calls next trip.

If you need some candy before then, send us a mail order. It will be well taken care of.

Putnam Factory

Grand Rapids, Michigan



Cook or No Cook, Anybody can Do That

Although the Kewpie Cook,

"Whose apron hangs before his legs,
Is most expert with ham and eggs,"

he can make a **Jell-O** dessert as beautifully as if he had never done anything else. Wag the Chief or the Carpenter could do it alone. For

JELL-O

doesn't have to be cooked. All that is necessary is a package of Jell-O, a pint of boiling water, and somebody to put them together.

That is one reason why Jell-O is so popular with your customers.

Another reason, which is particularly interesting to every grocer, is that the Jell-O quality is so high that it is good enough for "gilt-edge" trade and its cost is so low that very economical customers buy it regularly.

Made in seven pure fruit flavors: Strawberry, Raspberry, Lemon, Orange, Cherry, Peach, Chocolate. Each 10 cents.

THE GENESEE PURE FOOD COMPANY, LeRoy, N. Y., and Bridgeburg, Ont.

A tightly sealed waxed paper bag, proof against moisture and air, encloses the Jell-O in each package.



needed as well as faithful work. And tact and optimism don't go with a weary brain and nerves kept too long on the stretch.

"You read and hear a great deal about extra effort—that is, doing more and better than the other fellow, and succeeding brilliantly in consequence. A certain amount of extra effort is all right, but there is an excessive effort that is altogether unreasonable, and doesn't make for permanent success nor for promotion nor for a good-sized bank account, but instead brings nervous wreckage and doctors' bills and sanitarium expenses. It is this excessive effort that is your great danger, Caroline.

"Wouldn't it be wisest to allow yourself some recreation and keep yourself at your best, instead of trying those evening stunts? Give the cream of your energies to your day's duties. Study up legal terms and phrases, and become an expert in your line. Take time to read and think and develop your personality. Wouldn't such a course as this put you in line for a higher-salaried position, and so pay better in the long run than taking work outside of office hours?" Quillo.

Chicago to Sell Food Products by Weight.

Chicago has a sale-by-weight ordinance in effect and City Sealer Eller has just issued a warning to consumers against the peddlers and hucksters who continue to sell by measure. Mr. Eller points out that it is a violation of law to sell by measure and indicates he will prosecute peddlers if complaint is made against them. He gives a list of legal weights of various commodities coming within the scope of the ordinance, as follows:

	Pounds	Bush.	Peck
Apples	50	12½	
Beans, green or string ..	24	6	
Beans, wax	24	6	
Beans, white	60	15	
Beans, castor	46	11½	
Beets	60	15	
Carrots	50	12½	
Cranberries	33	8¾	
Cucumbers	48	12	
Pickle cucumbers	48	12	
Pickle onions	32	8	
Onions	57	14¾	
Parsnips	50	12½	
Peaches	48	12	
Peas, green in pod	32	8	
Potatoes	60	15	
Potatoes, sweet	50	12½	
Quinces	48	12	
Rutabagas	50	12½	
Spinach	12	3	
Tomatoes	56	14	
Turnips	55	13¾	

Happy the man whose heavy years the love of childhood leavens.

The Blue Bird.

Written for the Tradesman.

Mother, I heard
A blue bird—
By the roadside, in the lot
Where my water-wheels I've got,
Near the willows in the brook;
I will hasten there and look,
I'm so glad to hear him sing
For I know 'tis truly spring.

Where in winter could he be?
That immediately he
When the cold and skating's gone
Then is back here with his song?
How I wonder did he know
That all melted is the snow?
Oh! I'm glad to hear him sing
And it's truly, truly spring.

Weather surely is not nice
Now for birds; there's lots of ice,
But I guess he pipes his lay
Just because he's back to-day
By the brooklet, where he sees
Pussies on the willow trees;
They do also welcome bring
For it really now is spring.

Hark! He trills
Now his song! How he fills
Bubbling full his little throat
With his cheerful, happy note:
And I think he loves also,
When is gone the winter's snow,
Back again his song to bring
Telling us it's truly spring.

Blue birds' notes do sound more sweet
After winter's cold and sleet.
How can anyone feel sad
When they sing "be glad, be glad?"
Soon they'll build a cozy nest
Where, with little birdies blest,
They will teach them what to sing
When it's really, truly, spring.

Charles A. Heath.

Potatoes as Bread Substitute.

The United States Consul at Venice, Italy, writes that in view of the shortage of cereals in Europe, a writer in an agricultural paper published at Padua urges an extension of the cultivation of the American sweet potato. This potato is properly described as sweet, pleasant, nutritious, capable of being used as a substitute for bread, and its use will tend to diminish the use of sugar. Its cultivation in this district is easy and good crops are obtained.

Sweet potatoes are used to a limited extent and may sometimes be found in the Venice market. In this district they are grown principally near Rovigo, in the zone of the lower Adige. Adjoining this district certain quantities are grown in the Mantua district, near the mouth of the Po. The vines of the sweet potato plant are used here as forage.

How Manley Got In.

Manley Jones recently waited long and patiently to see the buyer of a large grocery establishment who was closeted in his office in the rear of the store.

Peals of laughter came from the buyer's room as his assistant stepped out.

"Mr. Blank is too busy to see you at present," said the assistant, politely.

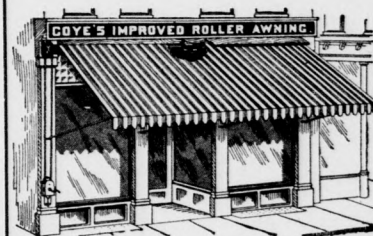
"I'm sorry," said Manley. "Will you go back and tell Mr. Blank that I've got two stories just as good as the one he's heard, if he'll let me in to tell them?"

And flour by any other name would savor the high price of wheat.

ELI CROSS
Grower of Flowers
And Potted Plants
WHOLESALE AND RETAIL
150 Monroe Ave. Grand Rapids

The Quality of
MAPLEINE
creates a steady sale
Order of your jobber or
Louis Hilfer Co.
1503 Peoples Life Bldg.
Chicago, Ill.
CRESCENT MFG. CO.
Seattle, Wash.

AWNINGS



Chain or Cog Gear Roller
Pull up Store and Window
Plain or Decorated

CHAS. A. COYE, Inc.
GRAND RAPIDS, MICH.

BLACK FLAG INSECT POWDER

Nationally Advertised
Naturally Sold

Glass Package Makes
Quality Permanent

Gilpin, Langdon & Company
Baltimore, Maryland

PINE TREE BRAND Timothy Seed



AN EXTRA
RECLEANED AND
PURE SEED
AT
MODERATE COST

DEALERS
WRITE FOR
SAMPLE, TEST
AND PRICE

The Albert Dickinson Co.
SEED MERCHANTS

Established 1854

CHICAGO

MINNEAPOLIS

TANGLEFOOT

THE SANITARY FLY DESTROYER
NON-POISONOUS

Our TANGLEFOOT Handy Package, 5 Double Sheets,
Retails for 10c. Saves Labor and Expense of Wrapping.



Advancing Prices Feature Textiles.

Actual and possible requirements of the Government have been the predominating subject of interest in practically all branches of the textile markets this week. While it is impossible to learn of specific contracts owing to the secrecy insisted on, it is known that large yardages of various fabrics have been ordered and rumors of additional business of equal size are current. Sellers are arriving at a point where they feel the necessity of advising their customers with respect to orders on the books. Announcements of policy to be observed by certain organizations have been made, combined with an appeal to the patriotism of the buyer to allow Government orders the right of way.

In cotton goods a quiet market has succeeded the unusual activity of the last few weeks. Prices remain firm at the high levels reached late last week. Immense orders for all kinds of gray goods, even including print cloths, have been placed by the Government. Failure, through ignorance, of certain mills to co-operate with the council of National defense has caused considerable loose talk of commandeering. A circular issued by the largest Western jobber offered well known branded goods at prices below those of the primary market. This had a sobering effect and has prevented unwarranted advances.

The men's wear market shows little change with sellers primarily interested in Government orders. Much machinery will be removed from ordinary channels and its effect on the coming season is serious.

Definite knowledge of advances on fall hosiery from two to five cents a dozen is at hand. In some cases whites have advanced twice as much as blacks, owing to the great scarcity of the former.

Opening prices on nainsook underwear are understood to show 15 to 18 per cent. advance, instead of early reported increase of 7½ to 10 per cent.

The sweater market is growing stronger every day. Advances of 25 to 35 per cent. over opening fall prices are reported.

Cotton yarn sales have been somewhat restricted owing to the high prices demanded by dealers in the face of decline in raw material.

Raw silk is considerably higher and in active demand. Talk of a 20 per cent. tax has upset the market. Dealers are covering against the possibility of a Government tax with a restrictive clause in contracts.

There is little business on the better grades of wool. There has been

a large business in carpet wools since the first of the month at record prices.—Textile World Journal.

Happenings of the Week in Women's Wear Lines.

The economies to be practiced by the consuming public, due to the war, may be likened somewhat to the ill wind that blows nobody good, for local manufacturers of medium-priced wearing apparel for women are now asking themselves why it is not reasonable to assume that these very economies will create a greater demand for their product.

Contrary to all this economy talk is the fact that the most expensive furs for summer are in demand, and also that there is a very well-defined call for the finest qualities of underwear, such as highest grade cotton materials, crepes de chine, etc.

Additional orders recently placed by the retail trade of the country for summer furs have stipulated mostly kolinsky and expensive sable. The inference is that, having placed their popular and medium-price merchandise before their trade, the more costly furs have been given the preference.

Summer dresses have been a more active selling item in the market of late, as have waists. As for suits, their sales at wholesale are never especially large after Easter—or say May 1—so manufacturers are not as a rule looking for any special volume of trade.

With separate skirts moving actively come reports of more waist business. Silk, linen and cotton materials are leading, especially whites, although there is demand for grays, pinks, etc. For later spring, models with collars dominate, although the collarless garment with short sleeves leads from that point on. Talk is just beginning to be heard about waists that button up the back.

The vogue for capes affords manufacturers an opportunity of incorporating various style ideas and new designs that might not be business getters were the coat to be strictly adhered to for summer and early fall wear. A combination cape and coat is making a certain amount of headway, although none of the cape styles are running away with sales.

The cape effect just referred to is short and is detachable. Military lines predominate, which is only to be expected, inasmuch as that influence is responsible for what cape vogue there is. On the other hand, some of the models are long, with kimono effect sleeve.

We are manufacturers of TRIMMED AND UNTRIMMED HATS for Ladies, Misses and Children, especially adapted to the general store trade. Trial order solicited.

CORL, KNOTT & CO., Ltd.
Corner Commerce Ave. and Island St.
Grand Rapids, Mich.

Eagle Cordonnet



**P. F. C.
Crochet
Cotton**

The best made,
for all purposes

Ask Your Jobber

Bell Phone 596

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Joseph P. Lynch Sales Co.
Special Sale Experts

Expert Advertising—Expert Merchandising
44 So. Ionia Ave. Grand Rapids, Mich.

**Grand Rapids
Store Fixture Co., Inc.**

The Place, 7 Ionia Ave., N. W.

**BUY AND SELL
Used Store and Office Fixtures**

Hartnett Flower Shop

Cut Flowers—Floral Decorations
Funeral Wreaths and Sprays
Park Avenue. head of Monroe
Both Phones Grand Rapids, Michigan

"HATS THAT SELL"

HATS and CAPS
All New Styles and
Colors

**THE
NEWLAND
HAT**

STRAW HATS in
All Grades for Men,
Boys and Children

We carry a complete line of the latest styles for prompt shipment
Mail orders solicited

Newland Hat Company
164-166-168 Jefferson Ave. Detroit, Michigan

IT WILL PAY YOU

to visit our

Drapery Department

We are showing complete lines

**Plain and Fancy Silkline
Stratford and Gobelin Cretonne
Plain and H. S. Scrims
Plain and Fancy Marquisettes
Sunfast Draperies in Plain
and Fancy
Dotted and Figured Swiss**

A call is always appreciated

Grand Rapids Dry Goods Co.

Exclusively Wholesale

GRAND RAPIDS, :: MICHIGAN

Gabby Gleanings From Grand Rapids.

Grand Rapids, April 23—We understand that A. N. Borden is some chef, as he performed that function at a church supper last Friday night, and they say it was a feed long to be remembered.

Allen F. Rockwell came home sick last Thursday with what he thought was the grippe. We hope it is nothing serious and that Allen will be out soon.

Saginaw lost one of its old land marks last Tuesday night, when the Academy of Music, the leading opera house, was destroyed by fire. It was one of the most spectacular sights ever witnessed by the residents of that city. Fortunately, the opera house was not in use at the time and no one was injured, although several had narrow escapes when the walls fell.

Last week we lost one of our valued members in the death of Fred L. Raymond, who was fatally injured in an automobile accident in Saginaw last Thursday morning, between 12:30



The Late Fred L. Raymond.

and 12:45. Mr. Raymond spent the evening until about 10:30 in his room at Hotel Bancroft, with his customers, Newendorf & Scmeck, going over his samples with them. About 10:30, Mr. Newendorf suggested that they go over to their West Side store and look over their stock, to see if there was anything they had forgotten. When they completed their work, they found it was after midnight, and as it was raining very hard, Mr. Newendorf said he would take Mr. Raymond back to the hotel in his car. About half way back, at a curve in the street and on account of the wet condition of the asphalt pavement, the car skidded to the side of the street, struck a telegraph pole and threw Mr. Raymond out with such force as to crush his skull. Mr. Scmeck, who was also riding in the back seat, was seriously but not fatally injured. The occupants of the front seat, Mr. Newendorf and Mr. Doe, were scarcely bruised and the car was pretty well demolished. Mr. Raymond lingered in an unconscious condition until 8:10 Thursday night, when he passed away. The writer was called early Thursday morning and informed of the accident. He went to the hospital immediately and saw to it that everything possible was done for the injured. After communicating with the Hazeltine & Perkins Drug Co.'s office, with which house Mr. Raymond had been connected for a number of years, that company sent over to Saginaw J. H. Hagy, who arrived shortly before Mr. Raymond died. He and the writer accompanied the body to Grand Rapids, arriving there Friday evening.

The funeral services were held at the late residence of the deceased, 1232 Sherman street, Saturday afternoon and the body was taken to Adrian, his old home, for burial. Mr. Raymond was about 35 years old and is survived by his widow, a mother and two sisters. He was a member of Doric Lodge, Grand Rapids Chapter, No. 7, and President of the Michigan Pharmaceutical Travelers Association, and is deeply mourned by all.

Mr. Raymond was born in Adrian, July 29, 1882. He attended the public schools there until he completed the eighth grade, when he took a business course at a commercial college. He then entered the employ of C. C. Fisher, who then conducted a book stock in Adrian. Three years later he joined the traveling force of Fred Brundage, who was then engaged in the wholesale drug business at Muskegon. Two years later he transferred himself to the Hazeltine & Perkins Drug Co., with whom he remained six years. The next fourteen months were devoted to the service of Farrand, Williams & Clark, of Detroit, returning to the Hazeltine & Perkins Drug Co. three years ago. He possessed, to the highest degree, the confidence of his house, the respect of his trade and the love of his friends.

The writer wishes to take this occasion to thank the members of Saginaw Council, who so graciously assisted in arranging the details after the accident and death of Mr. Raymond, including Frank G. Putnam, who rendered invaluable service with his car, E. E. Putnam, Senior Counselor, M. J. Foley, B. N. Mercer, M. S. Brown and the Ladies Auxiliary.

Peter Mitts, proprietor for a good many years of the cigar stand at the Hotel Bancroft, at Saginaw, passed away at his home last Thursday morning, after a long illness.

Should any of the boys contemplate staying over night at any of the Lansing hotels, they had better make their reservations as early in the day as possible, as everything seems to be crowded these days and rooms are at a premium.

The last dancing party of the season, held on the 14th, was a decided success, both in attendance and enthusiasm. Ice cream and wafers were served. Mr. and Mrs. Bolan led the grand march, carrying a beautiful American flag, which was presented to him that evening by the committee. Special dancing features were put on by little Gracia Leach, daughter of Mr. and Mrs. J. W. Leach, who certainly is an artist. The parties this winter have all been well attended and I think all regret that the season is over.

J. Harvey Mann has evidently got the automobile "bee," as we notice he has a new garage in the course of construction on the back of his lot, with a cement driveway leading up to it.

Wanted—A regular scribe for the Tradesman. Apply to your Senior Counselor, who will receive you with open arms.

E. J. MacMillan.

Taken Over Credit Rating System.

Lansing, April 23—The Lansing Retail Grocers & Meat Dealers Association has opened an office in the Lansing State Savings Bank building for headquarters and taken over the management of its credit rating and collection service. It has engaged Frank J. Van Ry as Secretary and manager. This service is not confined to the grocers and meat dealers, but all retail business and professional men in the city are admitted to membership. Several of the large department stores and other retailers have been using the service for the past year.

N. Blake.

Remember what Jonah said to the whale: "You can't keep a good man down."

President Suspenders for Comfort

Of All Jobbers

PRESIDENT SUSPENDER CO.
SHIRLEY, MASSACHUSETTS

AGRICULTURAL LIME BUILDING LIME

Write for Prices

A. B. Knowlson Co.

203-207 Powers' Theatre Bldg., Grand Rapids, Mich.

TAKING INVENTORY

Ask about our way

BARLOW BROS. Grand Rapids, Mich.

The Goods! Net Prices!

When you receive "OUR DRUMMER" catalogue regularly you always have dependable answers to these two important questions:

What is the lowest net price at which I can buy goods?

Where can I get the goods?

Items listed in this catalogue have the goods behind them.

The prices are net and are guaranteed for the time the catalogue is in force.

Butler Brothers

Exclusive Wholesalers of
General Merchandise

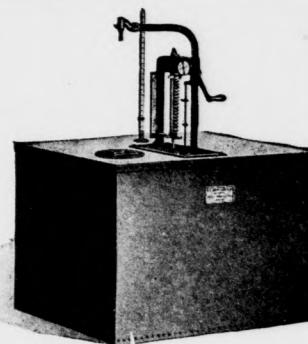
New York Chicago
St. Louis Minneapolis
Dallas

**B V. D. Underwear**

The best selling garment in Men's Underwear. Are you prepared to meet the demand for this cool and comfortable garment? Why delay?

Place your orders for this popular item NOW.

PAUL STEKETEE & SONS
Wholesale Dry Goods Grand Rapids, Michigan

**BOWSER****Oil and Gasoline Storage Systems**

Are the best business builders you could possibly put in your store. They end the day of kerosene odors in your display room oil-soaked floors—fire risk and inaccurate measure.

They promote thrift among your employees and stimulate the sale of good things for the table. Your customers are quick to see your efforts to give high grade service and show it by sticking with you.

The outfit shown is the two-barrel size. The tank is steel, riveted and soldered inside and out—is enameled dark olive green.

The pump discharges a quart at a stroke or may be set for pint or half pint, is enameled black, fittings nicked.

Computer shows just exactly how much to charge for odd quantities.

Anti-Drip Nozzle prevents dripping when pumping ceases.

Gauge Stick indicates how much oil is in tank. Also many other features we will be glad to tell you about.

Write us today—no obligation.

S. F. BOWSER & COMPANY

Incorporated
FORT WAYNE, INDIANA

Sales Offices in All Centers and Representatives Everywhere



Pickings Picked Up in the Windy City.

Chicago, April 23—All the Chicago parks are now being put in condition for the summer and from the posters that are being distributed all over the city, no doubt the municipality will be well repaid for the expense incurred in putting these parks in such beautiful condition. It is well worth an outsider's time and trouble to spend two or three days visiting the Chicago boulevards and parks.

The golf season in and around Chicago is now coming back into its own and, with the exception of a few links which have been donated to the Government for drilling purposes, they will be in great demand.

Again referring to the vacant lot gardens throughout the city, the writer wishes to state it would do the general public a world of good, and give them a lot of encouragement in either donating their vacant ground or plowing it up themselves if they could see what a great big city like Chicago is accomplishing in this respect.

It is rumored around the city that it is intended in the near future to invest considerable of this country's capital in building trunk line railroads throughout the empire of China. American railroad employees, such as engineers and conductors, have already been approached on the subject of accepting positions on the railroads in China. One of the engineers approached on this matter is B. M. Millhouse, of 312 East Sixty-first street.

According to newspaper and other reports, Cook county has the distinction of still having one black mark regarding murders and other forms of crime within its boundaries, and that is a little place South of the city called Burnham. This is conceded the biggest little-town in the State of Illinois and one that has more rough stuff pulled than the city of Chicago proper. It is a gathering place for gamblers and other underworld habitués. It is very seldom a week passes by that a murder of some kind is not committed there. It is too bad that the great State of Illinois permits this blot to remain.

The corner of Clark and Madison streets in the city will from now on be beautiful with a large bronze enclosed clock. Everybody seems to be highly in favor of this except a few of the traffic officers. They seem to think this will make the time hang heavy on their hands.

Chicago still holds its own from an enlisting standpoint.

Owing to the publicity being given to the number of applicants for marriage licenses there has been a falling off in the number of them the past week.

At this time in Chicago the Commonwealth Edison Co., the Gas Co. and the Bell Telephone Co. are rushed with thousands of orders to take care of Chicago's great moving population. This is a common occurrence each year in Chicago, owing to all leases expiring and taking effect May 1. It takes an extra supply of help to take care of this and there is a very limited amount of complaints, owing to the system each company has installed.

The great annual toy exhibit is now on display at the Morrison Hotel,

Chicago, occupying seven solid floors. This is a sight that is well worth seeing. The majority of these toys are being made in this country, which goes to show what we can do if forced to. There is everything ever thought of in the toy line and from the looks of the new designs it has not all been thought out yet. If the war lasts for five years, from the looks of this display, there will be no shortage in toys.

One seldom hears at this time from any source any remarks against the Government's policy. The reason of this has been the close watch the Government's agents have kept pertaining to same and the number of arrests that have been made of some of the cranks.

The different boat lines out of Chicago running between Michigan and Illinois points have commenced to accept freight shipments, which will be a great relief to the railroads of this city.

There was universal satisfaction on the street when the word went the round that Harold L. Brown, of New York, had been appointed to succeed his father, the late Joseph W. Brown, as head of the butter, egg, poultry and cheese department of Armour & Co. Mr. Brown arrived from New York about the middle of the week and will begin his duties at once. He will not give up the New York commission business, which he has conducted for some time under the name of H. L. Brown & Co. He will have general charge, but will leave active management to others, dividing his time between Chicago and New York. Mr. Brown was appointed to succeed his father at a recent meeting of the directors of the big packing plant. He knows the business, as conducted by the packers, having spent some time after his graduation from college in the department of which his father then had charge. It was under the regime of "Joe" Brown, as he was familiarly known, that Armour & Co. became a real factor in the poultry, butter and egg game. Before Mr. Brown took charge a number of good men had fallen down, having encountered difficulties which they considered too great to be surmounted.

There is considerable interest here in the Ninth Annual Purdue Egg Show, which will be held in Lafayette, Ind., May 9, 10 and 11. The show will be under the auspices of Purdue University. The show was endorsed at the recent convention of the Indiana Poultry, Butter and Egg Association. Many shippers throughout the State will make exhibits. Several leading poultry, butter and egg men of Chicago are expected to attend the show, for the purpose of learning a thing or two. The trade generally recognizes the good work which is being accomplished by the egg show, and is giving very strong support.

Charles W. Reattoir.

Practical Alice.

"Alice, if I told you that I loved you dearly, that there was no other girl in all the world for me, would you promise to be mine?"

"Would you mind telling me first whether that is a proposal or a hypothetical question?"

ANNOUNCEMENT

New Kaiserhof

henceforth to be known as

Hotel Atlantic

Clark, near Jackson
Boulevard

CHICAGO

We will continue to serve our patrons as carefully and conscientiously as we have in the past.

CARL C. ROESSLER
MAX L. TEICH

HOTEL MUSKEGON

GEO. W. WOODCOCK, Prop.
EUROPEAN PLAN

Rates—\$1.00 without bath
\$1.50 and \$2.00 with bath

Opposite Union Depot and Goodrich Dock
MUSKEGON, MICHIGAN



Neal 3 DAY WAY

Is the best, surest,
safest remedy known
to medical science for

DRINK HABIT

A harmless, vegetable remedy given with no bad after effects. No hypodermics used. It positively removes the craving desire for liquor and **DRUGS** at the end of treatment, or money back.

Neal Institute

534 Wealthy, S. E. GRAND RAPIDS
Both Phones PERRY MILLER, Manager

USE TRADESMAN COUPONS

Hotel Charlevoix

Detroit

EUROPEAN PLAN

Absolutely Fire Proof

Rates, \$1 for room without bath;
\$1.50 and upwards with bath.

Grinnell Realty Co., Props.
H. M. Kellogg, Manager

Beach's Restaurant

Frank M. Beach, Prop.

41 No. Ionia Ave.

Twenty-two years in the restaurant
business at 61 Pearl street.

Good Food—Good Service
Right Prices



Elevators

Electric and
Hand Power

Also Dumbwaiters

Sidney Elevator Mfg. Company
Sidney, Ohio

Mention this paper.

LIVINGSTON HOTEL AND CAFE

Cor. Fulton and Division
Grand Rapids

It's a good place to stay and a good
place to eat. You have service when
you want it.

If you will try us out once we'll
make things so comfortable for you
that you'll come again soon.

CUSHMAN HOTEL

Petoskey, Michigan

LEADS ALL THE REST

W. L. McMANUS, JR., Proprietor

One Day Laundry Service
Send your linen by parcel post

Always at Your Service



THE
CITIZENS TELEPHONE COMPANY'S
LONG DISTANCE LINES

CONNECTION WITH OVER 240,000
TELEPHONES IN THE STATE OF
MICHIGAN ALONE.

95,000 TELEPHONES IN DETROIT

Citizens SERVICE Satisfies

Plain Truths Frankly Told

In answer to a large number of inquiries that have come to us from our customers, and in response to the question that seems to be foremost in the public mind at this time, we submit this statement of the food situation.

Despite some statements made by some News Papers and individuals regarding the food supplies of the country, the food situation is very serious indeed. It is true that there are large supplies of food on hand, but this does not mean necessarily a surplus supply.

In making a careful study of the situation during the last two weeks from sources which we think are absolutely reliable, we have come to the conclusion that the supply of food in the hands of the producers, manufacturers, and dealers is not nearly so large as the demand will be before the new crop is produced.

The supply of Sugar in the world is not equal to the requirements until the new crop arrives. The refiners are very much behind in their orders, and there are practically no surplus stocks of refined Sugar in the United States to-day. In other words, the refined Sugar is being consumed just as fast as it is being produced.

All of this means that we must face the situation frankly and fairly. It appears to us that the food merchants of the country must show their loyalty and patriotism at this time by handling the situation in such a way as shall take the best possible care of the public's needs.

In the first place we must all of us refrain from endeavoring to accumulate food stuffs.

In the second place we must positively prevent the consumer from accumulating food by limiting each buyer to his normal and necessary wants.

If we follow this policy and observe economy in our consumption, we will pass through this trying period with very little disaster and discomfort.

However, if we permit a few people to buy supplies for long periods in advance, it can simply mean that some other persons must be without the food they need in the future.

Therefore, I urge everyone of you to patriotically and loyally stand by the situation and do our part in preventing the accumulation of food stuffs by any firm or individual.

Again I want to urge that every food dealer exert all of his influence in an effort to increase the production of food stuffs. The future conditions appear so serious that, personally, I believe every effort should be made to relieve labor from other industries and public highway work, and also the boys from schools and colleges, that all of these may assist the farmers in producing food stuffs.

In this connection we are justified to urge upon the farmers the possibility of the farmer paying higher wages during this period of high priced food stuffs. The manufacturers in the city have had to increase wages very materially, and the farmers also will undoubtedly have to make increases in order to obtain the help he needs for the season's work.

In this connection we think it is safe to predict present prices of food stuffs will remain during the coming year, so that the farmers can safely afford to pay, temporarily, higher wages.

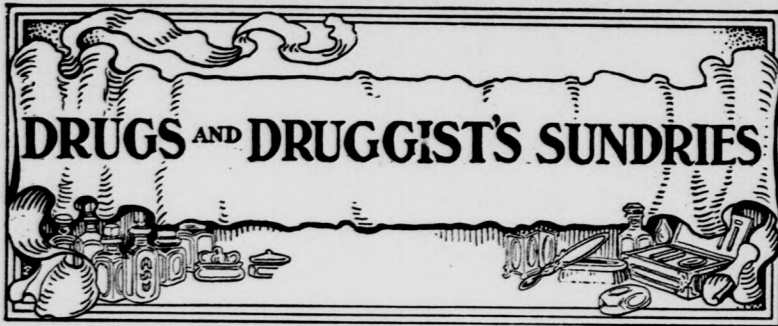
Appreciating how serious the situation is, let us all get to work immediately to make this coming season the biggest in the history of the country.

GUY W. ROUSE.

WORDEN GROCER COMPANY

GRAND RAPIDS---KALAMAZOO

THE PROMPT SHIPPERS



Michigan Board of Pharmacy.
 President—E. T. Boden, Bay City.
 Secretary—Charles S. Koon, Muskegon.
 Treasurer—George F. Snyder, Detroit.
 Other Members—Leonard A. Seltzer, Detroit; Herbert H. Hoffman, Sandusky.
 Next Examination Session—Chemistry Building, University of Michigan, Ann Arbor, June 19, 20, 21, 1917.

Michigan State Pharmaceutical Association.
 President—C. H. Jongejan, Grand Rapids.
 Secretary—F. J. Wheaton, Jackson.
 Treasurer—John G. Steketee, Grand Rapids.
 Next Annual Meeting—Grand Rapids, June 19, 20 and 21, 1917.

Michigan Pharmaceutical Travelers' Association.
 President—Fred L. Raymond, Grand Rapids.
 Secretary and Treasurer—Walter S. Lawton, Grand Rapids.

What Constitutes Good Prescription Service.

Service is a profession of respect. A great deal can be said or written about good prescription service. We as pharmacists, must recognize our standard as a profession. We believe that in our profession, as well as in all others, that our great ambition is to rise to the highest point of excellency and make service in pharmacy, or prescription service, paramount.

We, as druggists, have not yet given up the idea that the compounding of prescriptions is as much a profession as the writing of them by a physician is a profession for him. We must adhere to the fact that we must be thorough and accurate in our life-work. In giving good prescription service we have to give service to the people, service to the physician, and service to the man we are working for, provided we are not working for ourselves.

The pharmacist should never undertake to be a druggist until he is well qualified for his profession. He should never be contented with a half-handed drug business. Druggists are awakening to the fact that the only way that success can be obtained is to buy the very best medicine that can be purchased with which to compound the physicians' prescriptions. Every druggist who has sickness in his own immediate family always makes a thorough search through the prescription department of his drug store and selects the very best and most reliable drugs to give his sick patients. He should be equally careful as to the purity of the medicines for other people.

If a customer comes in with four or five prescriptions he should be told how long he will have to wait, or how long it will be before you can deliver the prescriptions. Always allow yourself plenty of time, so that if the customer is waiting he will not become discontented. You would be surpris-

ed to know how many people come into a drug store who think that all there is to filling or compounding a prescription is go behind the prescription counter, pick up a bottle and label it, carry it to the front and wrap it up. They have no knowledge of the care and art there is in mixing our every-day prescriptions. So we must inform them of the necessary time to ensure good service to the people that we claim as our customers. It behooves us to furnish men or boys who can be apt on the job, men who can see what is needed immediately and not have to wait a half-hour or an hour to serve the customer. The same service applies to the prescription customer that applies to the cigar customer. Suppose you have a cigar counter on a busy corner of a little city. You will furnish your customer with the quality of cigar he wants to smoke, the shape, size and color he wants and other little accommodations that are necessary to keep him. Now if we are willing to give him that part of our business service we ought to be more anxious to give him our greatest asset, our supreme service in order to make more perfect our profession.

The stores of our small cities cannot afford indifferent prescription clerks. Too much depends on personality or confidence. It is up to managers or proprietors to demand this loyalty in keeping up this professional service.

Service is our greatest factor in the drug business. You cannot be too particular about the service given. Service is the making or wrecking of the prescription business. The service that the druggist renders without charge has provided the funny paragraphs with unending material. But don't let that worry you. That reputation for generous service is your biggest asset. Build on it, regardless of the few who impose or who seemingly lack appreciation.

You can judge the policy and character of the management by the atmosphere; the subtle impression given by the service. All your efforts to bring people to your drug store may be more than nullified by poor service. The service fairly implies confidence and good will. Neatness, alertness, patience, courtesy, tact in making suggestions—your standard in these matters will inevitably be reflected by your force. Therefore personal example as well as careful training is essential.

Some people do not believe in the efficacy of prayer because they get what they deserve instead of what they ask for.

Liquid and Tablet Rouge.

The liquid preparations usually receive a fanciful name like "vinegar rouge" (if a small amount of acetic acid be added), "maiden's blush" or "bloom of roses." The tablet form is usually called "theater rouge."

Liquid.

1. Carmine 1 dr.
- Ammonia Water 6 drs.
- Water 7 ozs.
- Spirits of Rose 2 drs.

Mix, set aside twenty-four hours or longer if necessary, agitating frequently until the ammonia has evaporated, then filter.

2. Eosin 24 grs.
- Water 3 drs.
- Glycerine 1 dr.
- Alcohol 4½ ozs.
- Cologne Water 3 ozs.

Mix and dissolve.

Tablet.

1. Carmine 1½ drs.
- Acacia Powder 3 drs.
- Talcum 4 ozs.

Mix all intimately, rubbing to very fine powder, then add water in small proportions to make a doughy mass and form into round tablets of about the diameter of a silver dollar.

2. Paraffin Wax 4 ozs.
- Petrolatum, White 6 ozs.
- Eosin 4 drs.
- Oil Bitter Almond 20 dps.

Heat the paraffin at a gentle heat, add the petrolatum, stir well, allow to cool somewhat, and finally add the oil.

Schnonda of Rose Sympathique. This preparation contains alloxan, a white crystalline substance derived

from uric acid which turns red on exposure to air. It is best mixed with fatty substances to form a white cream, as follows:

- | | |
|---------------------------|---------|
| Sweet Almond Oil | 6 ozs. |
| Spermaceti | 1½ ozs. |
| White Wax | 1½ ozs. |
| Distilled Water | 2 ozs. |
| Alloxan | 1½ ozs. |
| Oil Bergamot | 75 min. |
| Oil Lemon | 30 min. |
| Oil Rose, Synthetic | 15 min. |

Melt the spermaceti and wax together, add the alloxan, and rub together until the latter is well mixed. Now add the warmed almond oil and rose water, and continue trituration until a smooth cream is obtained.

In using, rub this cream lightly upon the skin; the atmosphere causes the anointed parts to turn reddish.

No Precedent.

Little Thomas, aged 4, has a will of his own which doesn't unbend easily.

One day it took about five minutes of argument and appliance of the rod by his mother before he was finally induced to obey in a small matter. Even then it was not easy.

"I'll do it this time," he informed her with a lordly air, "but I won't do it next time!"



It's Pure, That's Sure

**Piper Ice Cream Co.
 Kalamazoo, Mich.**

The *Criterion* Line
 of

Special Wall Papers

will satisfy the spring needs of your customers.

Our Service
 is a business asset.

Paints

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**HEYSTEK & CANFIELD CO.
 GRAND RAPIDS, MICH.**

Lafferty Advertising Service

**Specializes in the preparation of
 attractive copy for newspaper
 and magazine advertisements,
 sales letters, booklets, etc.**

**Advertisements
 Are Placed in All
 American Publications**

**512 Grand Rapids
 Savings Bank Building
 Citizens 1444. Bell M. 2304**

Activities in Michigan Cities.

Written for the Tradesman.

Holly has granted a franchise to the Consumers' Power Co. for ten years to furnish electricity for lighting and power for the waterworks.

Bay City has not decided as to the site of its new garbage disposal plant, but the collection of garbage will begin May 1.

Saginaw has renewed its contract with the local street railway company for sprinkling the paved streets traversed by its lines.

Bay City is going farther than many other towns to promote vegetable gardens. Free garden land and free seed are offered, the lots will be plowed and the gardens will have police protection.

Battle Creek has adopted a nine-hour day for city employes.

Mackinac Island is taking on signs of war. The cannon and other accoutrements are being polished up and the sunset gun will again be fired, to continue until the end of the war. The custom of firing the gun was discontinued some time ago because of protests made by the Islanders.

Bankers of Jackson, Hillsdale, Lenawee, Washtenaw and Monroe counties will meet in Jackson April 26. Among the speakers will be J. B. McDougal, Governor of the Federal Reserve Bank, Chicago.

Patriotic bankers and business men of Sault Ste. Marie, under the lead of the Commercial Club, of that city, have ordered two cars of wheat, a car and a half of oats and half a car of

barley for seed purposes, which will be distributed to the farmers from the Soo, Dafer and Rudyard. The seed is bought of home dealers at cost and the local banks are advancing the money to the farmers without interest, for the sake of an increased acreage of crops this year. Chippewa county has been largely given up to hay growing and this move will mean more of a diversity of crops and an extra 1,000 acres under cultivation this year.

R. M. McClure, Secretary of the Adrian Chamber of Commerce, has resigned to accept a similar position at Marion, Ohio.

Mt. Pleasant has bought attractive signs to mark street intersections. They are made of pressed steel with perforated letters and will be placed on steel posts.

The Hastings Chamber of Commerce has bought forty acres of land on the C., K. & S. Railroad, which will be utilized for factory sites. Negotiations are being closed for a yarn making and knitting factory, this plant being assured as soon as 1,000 memberships are taken in the local Chamber of Commerce at \$3 each.

Ann Arbor has received bids ranging from \$9,000 to over \$35,000 for a garbage disposal plant of incinerator type, and a special committee will investigate each proposition.

Colon now has an auto fire truck. Traverse City has ordered a motor-driven fire truck. Almond Griffen.

Some men seem to be happy when they have a grievance.

Seasonable Goods

White Lead, Mixed Paints, Colors in Oil,
Paris Green, Lime & Sulphur Solution, Arsenate of
Lead, Bug Finishes, Linseed Oil, Turpentine.

Soda Fountains, Store Fixtures.

Rock Candy Syrup, Fruit Juices, Crushed Fruits, and all Extracts, Flavors, etc., used in soda fountain work.

Electric Mixers, Glasses, Carbonators, Tables, Chairs, Stools, and all appurtenances used in connection with the sale of soda water and in ice cream parlors.

Hazeltine & Perkins Drug Co.

Wholesale Druggists

Grand Rapids, Michigan

WHOLESALE DRUG PRICE CURRENT

Prices quoted are nominal, based on market the day of issue

Acids			Cubebs	6 50@6 75	Capsicum	① 20
Boric (Powd.)	17@ 25		Eigeron	1 75@2 00	Cardamon	① 50
Boric (Xtal)	17@ 25		Eucalyptus	1 25@1 35	Cardamon, Comp.	① 05
Carbonic	62@ 66		Hemlock, pure	1 25@1 40	Catechu	① 75
Citric	36@ 90		Juniper Berries	20 00@20 20	Cinchona	① 65
Muriatic	2½@ 5		Juniper Wood	2 75@3 00	Colchicum	① 05
Nitric	8@ 15		Lard, extra	1 00@1 10	Cubeb	① 45
Oxalic	65@ 75		Lard, No. 1	95@1 05	Digitalis	① 80
Sulphuric	2½@ 5		Lavender Flow.	5 50@5 75	Gentian	① 90
Tartaric	96@1 00		Lavender, Gar'n	1 25@1 40	Ginger	① 20
Ammonia			Lemon	2 00@2 25	Guaiaic	① 10
Water, 26 deg.	8 @ 12		Linseed, boiled bbl.	① 24	Guaiaic, Ammon.	① 00
Water, 18 deg.	5½@ 9		Linseed, bld less	1 29@1 34	Iodine	② 10
Water, 14 deg.	4½@ 8		Linseed, raw, bbl.	① 23	Iodine, Colorless	② 10
Carbonate	14 @ 16		Linseed, rw. less	1 28@1 33	Ipecac	① 75
Chloride	25 @ 35		Mustard, true, oz.	② 20	Iron, clo.	① 90
Balsams			Mustard, artifl. oz.	② 25	Kino	① 00
Copaiba	1 25@1 50		Neatsfoot	1 00@1 10	Myrrh	① 10
Pir (Canada)	1 25@1 50		Olive, pure	2 50@4 00	Nux Vomica	① 95
Pir (Oregon)	40@ 50		Olive, Malaga,		Opium	② 50
Peru	4 25@4 60		yellow	1 85@2 15	Opium, Camph.	① 05
Tolu	60@ 80		Olive, Malaga,		Opium, Deodorz'd	② 50
Barks			green	1 85@2 15	Rhubarb	① 85
Cassia (ordinary)	25@ 30		Orange, Sweet	4 00@4 20	Paints	
Cassia (Saigon)	90@1 00		Origanum, pure	② 50	Lead, red dry	11¼@12
Elm (powd. 35c)	30@ 35		Origanum, com'l	② 75	Lead, white dry	11@11½
Sassafras (pow. 35c)	30@ 30		Pennyroyal	2 25@2 50	Lead, white oil	11@11½
Soap Cut (powd.)	23@ 25		Peppermint	3 25@3 50	Ochre, yellow bbl. 1	① 1½
35c	23@ 25		Rose, pure	18 00@20 00	Ochre, yellow less 2	① 5
Berries			Rosemary Flows	1 50@1 75	Putty	2½@ 5
Cubeb	90@ 1 00		Sassafras, E.	15 50@15 75	Red Venet'n bbl. 1¼	① 4
Fish	15 @ 20		Sassafras, true	1 25@1 45	Red Venet'n less 1¼	① 3
Juniper	8½@ 15		Sassafras, artifl'	50@ 60	Vermillion, Amer.	25@ 30
Prickly Ash	30@ 30		Sassafras, artifl'	50@ 60	Whiting, bbl.	2 @ 5
Extracts			Sassafras, artifl'	50@ 60	Whiting	2½@ 5
Licorice	49@ 52		Sassafras, artifl'	50@ 60	L. H. P. Prep'd.	1 90@2 05
Licorice powdered	80@ 85		Sassafras, artifl'	50@ 60	Miscellaneous	
Flowers			Sassafras, artifl'	50@ 60	Acetanaloid	68@ 75
Arnica	③ 75		Sassafras, artifl'	50@ 60	Alum	9@ 12
Chamomile (Ger.)	95@1 05		Sassafras, artifl'	50@ 60	Alum, powdered and	
Chamomile Rom. 1	75@2 00		Sassafras, artifl'	50@ 60	ground	11@ 15
Gums			Sassafras, artifl'	50@ 60	Bismuth, Subni-	
Acacia, 2nd	45@ 50		Sassafras, artifl'	50@ 60	trate	3 60@3 70
Acacia, 3rd	45@ 50		Sassafras, artifl'	50@ 60	Borax xtal or	
Acacia, Sorts	25@ 30		Sassafras, artifl'	50@ 60	powdered	10@ 15
Acacia, powdered	40@ 50		Sassafras, artifl'	50@ 60	Cantharides po	2 00@6 00
Aloes (Barb. Pow)	30@ 40		Sassafras, artifl'	50@ 60	Calomel	2 56@2 60
Aloes (Cape Pow)	20@ 25		Sassafras, artifl'	50@ 60	Capsicum	30@ 35
Aloes (Soc. Pow.)	⑤ 50		Sassafras, artifl'	50@ 60	Carmine	6 50@7 00
Asafoetida	① 75		Sassafras, artifl'	50@ 60	Cassia Buds	④ 40
Asafoetida, Powd.	② 00		Sassafras, artifl'	50@ 60	Cloves	32@ 40
Pure	② 00		Sassafras, artifl'	50@ 60	Chalk Prepared	6 80@7 20
Camphor	1 04@1 07		Sassafras, artifl'	50@ 60	Chalk Precipitated	④ 40
Guaiaic	45@ 50		Sassafras, artifl'	50@ 60	Chloroform	75@ 83
Guaiaic, powdered	60@ 60		Sassafras, artifl'	50@ 60	Chloral Hydrate 1	92@2 12
Kino	70@ 75		Sassafras, artifl'	50@ 60	Cocaine	8 20@8 40
Kino, powdered	75@ 80		Sassafras, artifl'	50@ 60	Cocoa Butter	60@ 70
Myrrh	40@ 40		Sassafras, artifl'	50@ 60	Corks, list, less 60%	
Myrrh, powdered	50@ 50		Sassafras, artifl'	50@ 60	Copperas, bbls.	② 20
Opium	33 00@33 20		Sassafras, artifl'	50@ 60	Copperas, less	2½@ 7
Opium, powd.	33 00@33 20		Sassafras, artifl'	50@ 60	Copperas, powd.	4 40@ 16
Opium, gran.	33 00@33 20		Sassafras, artifl'	50@ 60	Corrosive Sublim.	2 30@2 40
Shellac	75@ 80		Sassafras, artifl'	50@ 60	Cream Tartar	58@ 65
Shellac, Bleached	80 85		Sassafras, artifl'	50@ 60	Cuttibone	500@ 600
Tragacanth	2 50@3 00		Sassafras, artifl'	50@ 60	Dextrine	8½@ 12
Tragacanth powder	2 25		Sassafras, artifl'	50@ 60	Dover's Powder	③ 50
Turpentine	10@ 15		Sassafras, artifl'	50@ 60	Emery, all Nos.	60@ 100
Insecticides			Sassafras, artifl'	50@ 60	Emery, powdered	50@ 100
Arsenic	21@ 25½		Sassafras, artifl'	50@ 60	Epsom Salts, bbls.	④ 42
Blue Vitriol, bbl.	@ 12		Sassafras, artifl'	50@ 60	Epsom Salts, less	50@ 80
Blue Vitriol, less	13@ 20		Sassafras, artifl'	50@ 60	Ergot	1 25@1 50
Bordeaux Mix Dry	14@ 20		Sassafras, artifl'	50@ 60	Ergot, powdered	2 75@3 00
Hellebore, White			Sassafras, artifl'	50@ 60	Flake White	15@ 20
powdered	38@ 45		Sassafras, artifl'	50@ 60	Formaldehyde lb.	15@ 20
Insect Powder	32@ 52		Sassafras, artifl'	50@ 60	Gelatin	1 10@1 15
Lead, Arsenate	11@ 30		Sassafras, artifl'	50@ 60	Glassware, full cs.	75%
Lime and Sulphur			Sassafras, artifl'	50@ 60	Glassware, less	70%
Solution, gal.	15@ 25		Sassafras, artifl'	50@ 60	Glauber Salts bbl.	④ 14
Paris Green	42½@47½		Sassafras, artifl'	50@ 60	Glauber Salts less	20@ 35
Ice Cream			Sassafras, artifl'	50@ 60	Glue, Brown	25@ 35
Piper Ice Cream Co.,			Sassafras, artifl'	50@ 60	Glue, Brown Grd.	25@ 35
Kalamazoo			Sassafras, artifl'	50@ 60	Glue, White	30@ 35
Bulk Vanilla	⑦ 75		Sassafras, artifl'	50@ 60	Glue, White Grd.	30@ 35
Bulk Fancy	⑦ 85		Sassafras, artifl'	50@ 60	Glycerine	64@ 78
Brick Vanilla	⑦ 25		Sassafras, artifl'	50@ 60	Hops	45@ 60
Brick Fancy	⑦ 30		Sassafras, artifl'	50@ 60	Indigo	⑦ 20
Leaves			Sassafras, artifl'	50@ 60	Iodine	4 50@4 60
Buchu	1 75@1 85		Sassafras, artifl'	50@ 60	Iodoform	5 68@5 75
Buchu, powdered	1 85@2 00		Sassafras, artifl'	50@ 60	Lead Acetate	20@ 25
Sage, bulk	67@ 70		Sassafras, artifl'	50@ 60	Lycopodium	1 75@2 00
Sage, ¼s loose	72@ 78		Sassafras, artifl'	50@ 60	Mace	85@ 90
Sage, powdered	55@ 60		Sassafras, artifl'	50@ 60	Mace, powdered	95@1 00
Senna, Alex	70@ 75		Sassafras, artifl'	50@ 60	Menthol	4 75@5 00
Senna, Tinn.	40@ 45		Sassafras, artifl'	50@ 60	Morphine	12 80@13 05
Senna, Tinn. pow.	50@ 55		Sassafras, artifl'	50@ 60	Nux Vomica	20@ 25
Uva Ursi	18@ 20		Sassafras, artifl'	50@ 60	Nux Vomica, pow.	② 20
Oils			Sassafras, artifl'	50@ 60	Pepper, black pow.	35@ 40
Almonds, Bitter,			Sassafras, artifl'	50@ 60	Pepper, white	④ 40
true	15 00@16 00		Sassafras, artifl'	50@ 60	Pitch, Burgundy	④ 15
Almonds, Bitter,			Sassafras, artifl'	50@ 60	Quassia	12@ 15
artificial	7 00@7 20		Sassafras, artifl'	50@ 60	Quinine	85@1 00
Almonds, Sweet,			Sassafras, artifl'	50@ 60	Rochelle Salts	46@ 50
true	1 25@1 50		Sassafras, artifl'	50@ 60	Saccharine oz.	① 60
Almonds, Sweet,			Sassafras, artifl'	50@ 60	Salt Peter	38@ 50
imitation	65@ 75		Sassafras, artifl'	50@ 60	Selditz Mixture	40@ 45
Amber, crude	1 75@2 00		Sassafras, artifl'	50@ 60	Soap, green	20@ 25
Amber, rectified	2 50@2 75		Sassafras, artifl'	50@ 60	Soap mott castile 22½	② 25
Anise	2 00@2 25		Sassafras, artifl'	50@ 60	Soap, white castile	
Bergamont	7 00@7 20		Sassafras, artifl'	50@ 60	case	①1 50
Cajeput	1 35@1 60		Sassafras, artifl'	50@ 60	Soap, white castile	
Cassia	2 75@3 00		Sassafras, artifl'	50@ 60	less, per bar	① 20
Castor	2 55@2 65		Sassafras, artifl'	50@ 60	Soda Ash	4½@ 10
Cedar Leaf	1 25@1 40		Sassafras, artifl'	50@ 60	Soda Bicarbonate 2½	④ 6
Citronella	90@1 20		Sassafras, artifl'	50@ 60	Soda, Sal	2@ 5
Cloves	2 25@2 40		Sassafras, artifl'	50@ 60	Spirits Camphor	⑦ 75
Cocunut	27½@ 35		Sassafras, artifl'	50@ 60	Sulphur, roll	3½@ 8
Cod Liver	4 75@5 05		Sassafras, artifl'	50@ 60	Sulphur Subl.	3½@ 8
Cotton Seed	1 50@1 75		Sassafras, artifl'	50@ 60	Tamarinds	15@ 20
Croton	1 50@1 80		Sassafras, artifl'	50@ 60	Tartar Emetic	④ 85
Potassium			Sassafras, artifl'	50@ 60	Turpentine Ven.	50@3 50
Bicarbonate	1 90@2 00		Sassafras, artifl'	50@ 60	Vanilla Ex. pure 1 00@1 50	
Bichromate	55@ 60		Sassafras, artifl'	50@ 60	Witch Hazel	70@1 05
Bromide	1 40@1 50		Sassafras, artifl'	50@ 60	Zinc Sulphate	10@ 12
Carbonate, 100	60@ 75		Sassafras, artifl'	50@ 60		
powdered	60@ 65		Sassafras, artifl'	50@ 60		
Chlorate, gran'r	90@ 95		Sassafras, artifl'	50@ 60		
Chlorate, xtal or	75@ 80		Sassafras, artifl'	50@ 60		
powd.	90@ 95		Sassafras, artifl'	50@ 60		
Cyanide	① 50		Sassafras, artifl'	50@ 60		
Iodide	3 50@3 60		Sassafras, artifl'	50@ 60		
Permanganate	④ 50		Sassafras, artifl'	50@ 60		
Prussiate, yellow	① 50		Sassafras, artifl'	50@ 60		
Prussiate, red	③ 50		Sassafras, artifl'	50@ 60		
Sulphate	④ 90		Sassafras, artifl'	50@ 60		
Roots			Sassafras, artifl'	50@ 60		
Alkanet	2 00@2 10		Sassafras, artifl'	50@ 60		
Blood, powdered	20@ 25		Sassafras, artifl'	50@ 60		
Calamus	50@3 50		Sassafras, artifl'	50@ 60		
Elecampane, pwd.	15@ 20		Sassafras, artifl'	50@ 60		
Gentian, powd.	30@ 35		Sassafras, artifl'	50@ 60		
Ginger, African,			Sassafras, artifl'	50@ 60		
powdered	20@ 25		Sassafras, artifl'	50@ 60		
Ginger, Jamaica	30@ 35		Sassafras, artifl'	50@ 60		
Ginger, Jamaica,			Sassafras, artifl'	50@ 60		
powdered	30@ 35		Sassafras, artifl'	50@ 60		
Goldenseal pow.	8 00@8 20		Sassafras, artifl'	50@ 60		
Ipecac, powd.	3 25@3 50		Sassafras, artifl'	50@ 60		
Licorice	35@ 40		Sassafras, artifl'	50@ 60		
Licorice, powd.	28@ 35		Sassafras, artifl'	50@ 60		
Orris, powdered	30@ 35		Sassafras, artifl'	50@ 60		
Poke, powdered	20@ 25		Sassafras, artifl'	50@ 60		
Rhubarb	75@1 00		Sassafras, artifl'	50@ 60		
Rhubarb, powd.	75@1 25		Sassafras, artifl'	50@ 60		
Rosinweed, powd.	25@ 30		Sassafras, artifl'	50@ 60		
Sarsaparilla, Hond.			Sassafras, artifl'	50@ 60		
ground	75@ 80		Sassafras, artifl'	50@ 60		
Sarsaparilla Mexican,			Sassafras, artifl'	50@ 60		
ground	30@ 35		Sassafras, artifl'	50@ 60		
Squills	35@ 40		Sassafras, artifl'	50@ 60		
Squills, powdered	45@ 65		Sassafras, artifl'	50@ 60		
Tumeric, powd.	13@ 20		Sassafras, artifl'	50@ 60		
Valerian, powd.	① 00		Sassafras, artifl'	50@ 60		
Seeds			Sassafras, artifl'	50@ 60		
Anise	35@ 40		Sassafras, artifl'	50@ 60		
Anise, powdered	40@ 45		Sassafras, artifl'	50@ 60		
Bird, 1s	⑦ 10		Sassafras, artifl'	50@ 60		
Canary	10@ 15		Sassafras, artifl'	50@ 60		
Caraway	85@ 90		Sassafras, artifl'	50@ 60		
Cardamon	1 80@2 00		Sassafras, artifl'	50@ 60		
Celery (Powd. 40)	30@ 35		Sassafras, artifl'	50@ 60		
Coriander	25@ 35		Sassafras, artifl'	50@ 60		
Dill	25@ 30		Sassafras, artifl'	50@ 60		
Fennell	⑦ 85		Sassafras, artifl'	50@ 60		
Flax	7½@ 13		Sassafras, artifl'	50@ 60		
Flax, ground	7½@ 13		Sassafras, artifl'	50@ 60		
Foenugreek pow.	18@ 25		Sassafras, artifl'	50@ 60		
Hemp	8@ 12		Sassafras, artifl'	50@ 60		
Lobelia	40@ 50		Sassafras, artifl'	50@ 60		
Mustard, yellow	19@ 25		Sassafras, artifl'	50@ 60		
Mustard, black	19@ 25		Sassafras, artifl'	50@ 60		
Mustard, powd.	22@ 30		Sassafras, artifl'	50@ 60		
Poppy	① 00		Sassafras, artifl'	50@ 60		
Quince	① 25		Sassafras, artifl'	50@ 60		
Rape	10@ 15		Sassafras, artifl'	50@ 60		
Sabadilla	35@ 45		Sassafras, artifl'	50@ 60		
Sabadilla, powd.	35@ 45		Sassafras, artifl'	50@ 60		
Sunflower	7@ 10		Sassafras, artifl'	50@ 60		
Worm American	② 25		Sassafras, artifl'	50@ 60		
Worm Levant	1 00@1 10		Sassafras, artifl'	50@ 60		
Tinctures			Sassafras, artifl'	50@ 60		
Aconite	④ 95		Sassafras, artifl'	50@ 60		
Aloes	④ 75		Sassafras, artifl'	50@ 60		
Arnica	① 65		Sassafras, artifl'	50@ 60		
Asafoetida	① 35		Sassafras, artifl'	50@ 60		
Belladonna	① 65		Sassafras, artifl'	50@ 60		
Benzoin	① 10		Sassafras, artifl'	50@ 60		
Benzoin Compo'd	① 60		Sassafras, artifl'	50@ 60		
Buchu	① 50		Sassafras, artifl'	50@ 60		

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

Canned Blueberries	Wheatena
Gold Dust Wash Powd.	
Royal Baking Powd.	
California Lima Beans	
Cream of Wheat	
Krinkle Corn Flakes	
Ralston Wheat Food	
Canned Blackberries	

ADVANCED

Canned Beans	Jelly
Canned Salmon	Molasses
Sardines	Canned Meats
Cheese	Rolls Oats
Hominy	Saleratus
Green Peas	Solar Salt
Split Peas	Bulk Starch
Flour	Corn Syrup

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1

ARCTIC AMMONIA	12 oz. ovals, 2 doz. box 1 70
AXLE GREASE	
Frazer's	
1lb. wood boxes, 4 doz.	3 00
1lb. tin boxes, 3 doz.	2 35
3 1/2 lb. tin boxes, 2 doz.	4 25
10lb. pails, per doz.	6 00
15lb. pails, per doz.	7 20
25lb. pails, per doz.	12 00
BAKED BEANS	
No. 1, per doz.	95
No. 2, per doz.	1 45
No. 3, per doz.	2 35
BATH BRICK	
English	95
BLUING	
Jennings'	
Condensed Pearl Bluing	
Small, 3 doz. box	1 95
Large, 2 doz. box	2 40
Folger's	
Summer Sky, 6 oz.,	
per doz.	45
Summer Sky, 12 oz.,	
per doz.	85
BREAKFAST FOODS	
Bear Food, Pettijohns	2 75
Cracked Wheat 24-2	2 90
Cream of Wheat	5 75
Cream of Rye, 24-2	
Quaker Puffed Rice	4 30
Quaker Puffed Wheat	4 30
Quaker Brkfst Biscuit	1 90
Quaker Corn Flakes	2 15
Washington Crisps	2 30
Wheatena	5 10
Evaporated Sugar Corn	
Grape Nuts	2 70
Sugar Corn Flakes	2 50
Holland Rusk	3 80
Krinkle Corn Flakes	2 50
Maple-Flake, Whole	
Wheat	4 05
Minn. Wheat Meal	5 00
Ralston Wheat Food	
Large 18s	2 90
Ralston Wht Food 18s	1 95
Biscuit	2 70
Saxon Wheat Food	3 25
Shred Wheat Biscuit	3 60
Triscuit, 18	1 80
Pillsbury's Best Cer'l	1 85
Post Toasties, T-2	2 80
Post Toasties, T-3	2 85
Post Tavern Porridge	2 80
BROOMS	
Fancy Parlor, 25 lb.	7 25
Parlor, 5 String, 25 lb.	7 00
Standard Parlor, 23 lb.	6 75
Common, 23 lb.	6 25
Special, 23 lb.	6 00
Warehouse, 23 lb.	7 50
Common, Whisk	1 30
Fancy, Whisk	1 75
BRUSHES	
Scrub	
Solid Back, 8 in.	75
Solid Back, 11 in.	95
Pointed Ends	85
Stove	
No. 2	90
No. 3	1 25
No. 1	1 75
Shoe	
No. 2	1 00
No. 7	1 30
No. 4	1 70
No. 3	1 90
BUTTER COLOR	
Dandelion, 25c size	2 00
CANDLES	
Paraffine, 6s	7
Paraffine, 12s	7 1/2
Wicking	20
CANNED GOODS	
Apples	
3 lb. Standards	@ 1 00
No. 10	@ 3 75
Blackberries	
2 lb.	1 75 @ 2 00
Standard No. 10	@ 7 25
Beans	
Baked	1 25 @ 2 25
Red Kidney	1 25 @ 1 35
String	1 50 @ 2 00
Wax	1 50 @ 2 00
Blueberries	
Standard	1 40
No. 10	7 25

2

Clams	
Little Neck, 1 lb.	1 35
Clam Bouillon	
Burnham's 1/2 pt.	2 25
Burnham's pts.	3 75
Burnham's qts.	7 50
Corn	
Fair	
Good	1 60 @ 1 80
Fancy	
French Peas	
Monbadon (Natural)	
per doz.	
Gooseberries	
No. 2, Fair	
No. 2, Fancy	
Hominy	
Standard	1 10
Lobster	
1/4 lb.	1 90
1/2 lb.	3 10
Picnic Flat	3 75
Mackerel	
Mustard, 1 lb.	1 80
Mustard, 2 lb.	2 80
Soused, 1 1/2 lb.	1 60
Soused, 2 lb.	2 75
Tomato, 1 lb.	1 50
Tomato, 2 lb.	2 80
Mushrooms	
Buttons, 1/2s	@ 30
Buttons, 1s	@ 45
Hotels, 1s	@ 39
Oysters	
Cove, 1 lb.	@ 1 20
Cove, 2 lb.	@ 1 80
Plums	
Plums	1 50 @ 2 00
Pears in Syrup	
No. 3 can, per dz.	2 50 @ 3 00
Peas	
Marrowfat	1 10 @ 1 25
Early June	1 35 @ 1 45
Early June siftd	1 45 @ 1 55
Peaches	
Pie	1 00 @ 1 25
No. 10 size can pie	@ 3 25
Pineapple	
Grated	1 75 @ 2 10
Sliced	1 45 @ 2 60
Pumpkin	
Fair	1 10
Good	1 20
Fancy	1 30
No. 10	3 50
Raspberries	
No. 2, Black Syrup	1 60
No. 10, Black	7 00
No. 2, Red Preserved	2 50
No. 10, Red, Water	7 25
Salmon	
Warrens, 1 lb. Tall	2 75
Warrens, 1 lb. Flat	2 80
Red Alaska	2 35 @ 2 50
Med. Red Alaska	1 65 @ 1 75
Pink Alaska	1 45
Sardines	
Domestic, 1/4s	5 00
Domestic, 1/2s	5 00
Domestic, 3/4s	4 75
Norwegian, 1/4s	11 @ 16
Portuguese, 1/4s	22 @ 30
Sauer Kraut	
No. 3, cans	2 00
No. 10, cans	
Shrimps	
Dunbar, 1s doz.	1 25
Dunbar, 1 1/2s doz.	2 40
Succotash	
Fair	
Good	1 65
Fancy	
Strawberries	
Standard	2 00
Fancy	2 75
Tomatoes	
No. 2	1 50
No. 3	1 90
No. 10	6 60
Tuna	
1/4s, 4 doz. in case	4 50
1/2s, 4 doz. in case	7 50
1s, 4 doz. in case	10 00
CATSUP	
Snider's 1/2 pints	1 40
Snider's pints	2 40
CHEESE	
Acme	@ 28
Carson City	@ 28
Brick	@ 25
Leiden	@
Limburger	@ 28
Pineapple	1 25 @ 1 35
Edam	@ 1 80
Sap Sago	@
Swiss, Domestic	1/2

3

CHEWING GUM	
Adams Black Jack	62
Adams Sappota	65
Beeman's Pepsin	62
Beechnut	60
Chiclets	1 33
Colgan Violet Chips	65
Colgan Mint Chips	65
Dentyne	62
Doublemint	64
Flag Spruce	62
Heshey Gum	45
Juicy Fruit	64
Red Robin	62
Sterling Gum	62
Sterling 7-Point	62
Spearmin, Wrigleys	64
Spearmin, 5 box jars	3 20
Spearmin, 6 box jars	3 85
Trunk Spruce	62
Yucatan	62
Zeno	62
Smith Bros. Gum	62
Wrigleys 5 box lots	61
O. K. Gum	70
CHOCOLATE	
Walter Baker & Co.	24
Premium	35
Caracas	28
Walter M. Lowney Co.	35
Premium, 1/4s	35
Premium, 1/2s	35
CLOTHES LINE	
No. 40 Twisted Cotton	1 30
No. 50 Twisted Cotton	1 70
No. 60 Twisted Cotton	2 20
No. 80 Twisted Cotton	2 40
No. 50 Braided Cotton	1 75
No. 60 Braided Cotton	2 00
No. 80 Braided Cotton	2 50
No. 50 Sash Cord	2 50
No. 60 Sash Cord	3 00
No. 72 Jute	1 25
No. 72 Jute	1 40
No. 60 Sisal	1 30
Galvanized Wire	
No. 20, each 100ft. long	1 90
No. 19, each 100ft. long	2 10
No. 20, each 100ft. long	1 00
No. 19, each 100ft. long	2 10
COCOA	
Baker's	39
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	33
Epps	32
Hershey's, 1/4s	32
Hershey's, 1/2s	30
Huyler	36
Lowney, 1/4s	38
Lowney, 1/2s	37
Lowney, 3/4s	37
Lowney, 5 lb. cans	37
Van Houten, 1/4s	32
Van Houten, 1/2s	32
Van Houten, 3/4s	32
Van Houten, 1s	36
Wan-Eta	33
Webb	33
Wilber, 1/4s	33
Wilber, 1/2s	32
COCONUT	
Dunham's per lb.	
1/4s, 5 lb. case	30
1/2s, 5 lb. case	29
1/4s, 15 lb. case	29
1/2s, 15 lb. case	28
1s, 15 lb. case	27
1/4s & 1/2s, 15 lb. case	28
Scalloped Gems	10
1/4s & 1/2s pails	10
Bulk, pails	17
Bulk, barrels	16
Raker's Brazil Shredded	
70 5c pkgs., per case	2 60
36 10c pkgs., per case	2 60
16 10c and 33 5c pkgs.,	
per case	2 60
Bakers Canned, doz.	90
COFFEES ROASTED	
Rio	
Common	19
Fair	19 1/2
Choice	20
Fancy	21
Peaberry	23
Santos	
Common	20
Fair	20 1/2
Choice	21
Fancy	23
Peaberry	23
Maracaibo	
Fair	24
Choice	25
Mexican	
Choice	25
Fancy	26
Guatemala	
Fair	25
Fancy	28
Java	
Private Growth	25 @ 30
Mandling	31 @ 35
Aukola	30 @ 32
Mocha	
Short Bean	25 @ 27
Long Bean	24 @ 25
H. L. O. G.	26 @ 28
Bogota	
Fair	24
Fancy	26
Exchange Market, Steady	
Spot Market, Strong	
Package	
New York Basis	
Arbuckle	20 50

4

McLaughlin's XXXX	
McLaughlin's XXXX	
package coffee is sold to	
retailers only. Mail all or-	
ders direct to W. F. Mc-	
Laughlin & Co., Chicago.	
Extracts	
Holland, 1/2 gro. bxs.	95
Felix, 1/2 gross	1 15
Hummel's foll, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43
CONFECTIONERY	
Stick Candy	Pails
Horehound	14
Standard	14
Standard, small	15
Twist, small	15
Jumbo	15
Jumbo, small	15 1/2
Big Stick	15
Boston Sugar Stick	17
Mixed Candy	Pails
Broken	14
Cut Loaf	15
French Cream	15
Grocers	10
Kindergarten	15
Leader	14
Monarch	13
Novelty	15
Paris Creams	16
Premio Creams	18
Royal	12
Special	12
Valley Creams	16
X L O	11
Specialties	Pails
Auto Kisses (baskets)	16
Bonnie Butter Bites	19
Butter Cream Corn	16
Caramel Bon Bons	16
Caramel Croquettes	16
Cocunut Waffles	16
Coffy Toffy	17
National Mints 7 lb tin	20
Fudge, Walnut	18
Fudge, Choco, Peanut	16
Fudge, White Center	16
Fudge, Cherry	16
Fudge, Cocunut	16
Honeysuckle Candy	18
Iced Maroons	18
Iced Gems	18
Iced Orange Jellies	14
Italian Bon Bons	15
Jelly Mello	14
AA Licorice Drops	
5 lb. box	1 25
Lozenges, Pep.	16
Lozenges, Pink	16
Manchus	16
Molasses Kisses, 10	
lb. box	16
Nut Butter Puffs	16
Star Patties, Asst.	17
Chocolates	Pails
Assorted Choc.	18
Amazon Caramels	18
Champion	17
Choc. Chips, Eureka	24
Climax	17
Eclipse, Assorted	18
Ideal Chocolates	17
Klondike Chocolates	23
Nabobs	23
Nibble Sticks	25
Nut Wafers	23
Ocero Choc Caramels	19
Peanut Clusters	26
Quintette	18
Regina	16
Star Chocolates	17
Superior Choc. (light)	19
Pop Corn Goods	
Without prizes.	
Cracker Jack with	
coupon	3 25
Cracker-Jack Prize	3 50
Hurrah, 100s	3 50
Hurrah, 50s	1 75
Hurrah, 24s	85
Cough Drops	Boxes
Putnam Menthol	1 20
Smith Bros.	1 3

6

FLOUR AND FEED

Grand Rapids Grain & Milling Co.
Winter Wheat
Purity Patent 13 80
Fancy Spring 14 50
Wizard Graham 13 50
Wizard, Gran. Meal 8 50
Wizard Buckw't cwt. 6 00
Rye 12 00

Valley City Milling Co.
Lily White 14 00
Light Loaf 13 60
Graham 5 85
Granena Health 5 45
Gran. Meal 3 70
Bolted Meal 3 60

Watson-Higgins Milling Co.
New Perfection 12 60
Tip Top Flour 12 15
Golden Sheaf Flour 9 70
Marshall's Best Flour 12 00
Watertown Wisconsin
Rye 9 50

Worden Grocer Co.
Quaker, paper 13 00
Quaker, cloth 13 00

Kansas Hard Wheat
Worden Grocer Co.
American Eagle, 1/2s 14 00
American Eagle, 1/4s 13 90
American Eagle, 1/8s 14 00

Spring Wheat
Judson Grocer Co.
Ceresota, 1/2s 14 50
Ceresota, 1/4s 14 40
Ceresota, 1/8s 14 30

Worden Grocer Co.
Wingold, 1/2s cloth 14 20
Wingold, 1/4s cloth 13 45
Wingold, 1/8s cloth 14 00

Meal
Bolted 8 30
Golden Granulated 8 50

Wheat
Red 2 60
White 2 55

Oats
Michigan carlots 84
Less than carlots 87

Corn
Carlots 1 65
Less than carlots 1 70

Hay
Carlots 14 00
Less than carlots 16 00

Feed
Street Car Feed 64 00
No. 1 Corn & Oat Fd 64 00
Cracked Corn 64 00
Coarse Corn Meal 64 00

FRUIT JARS
Mason, pts., per gro. 4 90
Mason, qts., per gro. 5 25
Mason, 1/2 gal. per gro. 7 60
Mason, can tops, gro. 2 25

GELATINE
Cox's, 1 doz. large 1 45
Cox's, 1 doz. small 90
Knox's Sparkling, doz. 1 75
Knox's Sparkling, gr. 20 50
Knox's Acid'd doz. 1 85
Minute, 2 qts., doz. 1 25
Minute, 2 qts., 3 doz. 3 75
Nelson's 1 50
Oxford 75
Plymouth Rock, Phos. 1 25
Plymouth Rock, Plain 1 20

GRAIN BAGS
Broad Gauge, 12 oz. 23
Climax, 14 oz. 25
Stark, A, 16 oz.

HERBS
Sage 15
Hops 15
Laurel Leaves 15
Senna Leaves 25

HIDES AND PELTS
Hides
Green, No. 1 17
Green, No. 2 16
Cured, No. 1 20
Cured, No. 2 20
Calfskin, green, No. 1 28
Calfskin, green, No. 2 26 1/2
Calfskin, cured, No. 1 30
Calfskin, cured, No. 2 28 1/2

Pelts
Old Wool 75@2 00
Lambs 50@1 00
Shearings 50@1 00

Tallow
No. 1 @ 6
No. 2 @ 5

Wool
Unwashed, med. @ 40
Unwashed, fine @ 85

HONEY
A. G. Woodman's Brand.
7 oz., per doz. 90
20 oz., per doz. 2 25

HORSE RADISH
Per doz. 90

JELLY
5lb. pails, per doz. 3 25
15lb. pails, per pail 85
30lb. pails, per pail 1 60

7

Jell-O

Assorted Case 2 70
Lemon (Straight) 2 70
Orange (Straight) 2 70
Raspberry (Straight) 2 70
Strawberry (Straight) 2 70
Cherry (Straight) 2 70
Chocolate (Straight) 2 70
Peach (Straight) 2 70

Jell-O Ice Cream Powder.
Assorted Case 2 70
Chocolate (Straight) 2 70
Vanilla (Straight) 2 70
Strawberry (Straight) 2 70
Lemon (Straight) 2 70
Unflavored (Straight) 2 70

Jiffy-Jell
Straight or Assorted
Per doz. 1 15
Per case, per 4 doz. 4 60
Seven Flavors: Raspberry,
Strawberry, Cherry, Lemon,
Orange, Lime, Pineapple.

JELLY GLASSES
1/2 pt. in bbls., per doz. 24
1/2 pt. in bbls., per doz. 24
8 oz. capped in bbls. 24
per doz. 24

MAPLEINE
2 oz. bottles, per doz. 3 00
1 oz. bottles, per doz. 1 75
16 oz. bottles, per dz. 18 00
32 oz. bottles, per dz. 30 00

MINCE MEAT
Per case 2 85

MOLASSES
New Orleans
Fancy Open Kettle 50
Choice 43
Good 37
Stock

Half barrels 2c extra
Red Hen, No. 2 1/2 2 80
Red Hen, No. 5 2 75
Red Hen, No. 10 2 65

MUSTARD
1/2 lb. 6 lb. box 16

OLIVES
Bulk, 1 gal. kegs 1 10@1 20
Bulk, 2 gal. kegs 1 05@1 15
Bulk, 5 gal. kegs 1 00@1 10
Stuffed, 5 oz. 95
Stuffed, 8 oz. 1 40
Stuffed, 14 oz. 2 35
Pitted (not stuffed) 14 oz. 2 25
Manzanilla, 8 oz. 95
Lunch, 10 oz. 1 40
Lunch, 16 oz. 2 40
Queen. Mammoth, 19 oz. 4 50
Queen. Mammoth, 28 oz. 5 75
Olive Chow, 2 doz. cs. per doz. 2 25

PETROLEUM PRODUCTS
Iron Barrels
Perfection 9
Red Crown Gasoline 20 5
Gas Machine Gasoline 32 9
V M & P Naphtha 19
Capitol Cylinder 32 9
Atlantic Red Engine 18 9
Winter Black 9 2
Polarine 35 9

PICKLES
Medium
Barrels, 1,200 count 9 25
Half bbls., 600 count 5 25
5 gallon kegs 2 20

Small
Barrels 10 50
Half barrels 6 25
5 gallon kegs 2 50

Gherkins
Barrels 14 00
Half barrels 6 75
5 gallon kegs 2 75

Sweet Small
Barrels 21 00
Half barrels 11 50
5 gallon kegs 4 20

PIPES
Clay, No. 216, per box
Clay, T. D. full count 80
Cob 90

PLAYING CARDS
No. 90, Steamboat 85
No. 15, Rival assorted 1 50
No. 20, Rover, enam'd 1 75
No. 572, Special 2 00
No. 98 Golf, Satin fin. 2 25
No. 808, Bicycle 2 25
No. 632 Tour'n't whist 2 50

POTASH
Babbitt's, 2 doz. 1 90

PROVISIONS
Barreled Pork
Clear Back 40 00@41 00
Short Cut Clr 33 00@34 00
Bean 37 50@38 00
Brisket, Clear @43 00
Pig 29 00
Clear Family 29 00

Dry Salt Meats
S P Bellies 14 1/2@15

Lard
Pure in tierces 20 @21
Compound Lard 17 1/2@18
80 lb. tubs advance 1/2
60 lb. tubs advance 1/2
50 lb. tubs advance 1/2

8

20 lb. pails ... advance 1/2

10 lb. pails advance 1/2
5 lb. pails advance 1
3 lb. pails advance 1

Smoked Meats
Hams, 14-16 lb. 25 1/2@26
Hams, 16-18 lb. 21 @22
Hams, 18-20 lb. 20 1/2@21
Ham, dried beef sets 29 @30
California Hams 21 @21 1/2
Picnic Boiled Hams 19 1/2@20
Boiled Hams 36 @36 1/2
Minced Hams @17 1/2
Bacon 31 @35

Sausages
Bologna 15
Liver 12
Frankfort 17
Pork 11 @12
Veal 11
Tongue 11
Headcheese 10

Beef
Boneless 25 00@27 00
Rump, new 30 00@31 00

Pig's Feet
1/2 bbls. 1 75
3/4 bbls., 40 lbs. 2 80
1/2 bbls. 4 25
1 bbl. 10 00

Tripe
Kits, 15 lbs. 90
1/2 bbls., 40 lbs. 1 60
3/4 bbls., 80 lbs. 3 00

Casings
Hogs, per lb. 35
Beef, rounds, set 19 @20
Beef, middles, set 45 @55
Sheep 1 15@1 35

Uncolored Butterline
Solid Dairy 18 1/2@24
Country Rolls 19 @25

Canned Meats
Corned Beef, 2 lb. 6 00
Corned Beef, 1 lb. 3 40
Roast Beef, 2 lb. 6 00
Roast Beef, 1 lb. 3 40

Potted Meat, Ham
Flavor, 1/2s 55
Potted Meat, Ham
Flavor, 1/2s 95

Deviled Meat, Ham
Flavor, 1/2s 55
Deviled Meat, Ham
Flavor, 1/2s 95

Potted Tongue, 1/2s 95

RICE
Fancy 7 @7 1/2
Japan Style 5 1/2@6
Broken 4 @4 1/2

ROLLED OATS
Rolled Avena, bbls. 9 00
Steel Cut, 100 lb. sks. 4 75
Monarch, bbls. 8 75
Monarch, 90 lb. sks. 4 35
Quaker, 18 Regular 1 50
Quaker, 20 Family 4 90

SALAD DRESSING
Columbia, 1/2 pint 2 25
Columbia, 1 pint 4 00
Durkee's, large, 1 doz. 4 20
Durkee's, small, 2 doz. 5 00
Snider's, large, 1 doz. 2 40
Snider's, small, 2 doz. 1 45

SALERATUS
Packed 60 lbs. in box.
Arm and Hammer 3 10
Wyandotte, 100 1/4s 3 00

SAL SODA
Granulated, bbls. 1 40
Granulated, 100 lbs. cs. 1 50
Granulated, 36 pkgs. 1 40

SALT
Common Grades
100 3 lb. sacks 3 15
70 4 lb. sacks 3 05
60 5 lb. sacks 3 05
28 10 lb. sacks 2 90
56 lb. sacks 24
28 lb. sacks 48

Warsaw
56 lb. sacks 26
28 lb. dairy in drill bags 20

Solar Rock
56 lb. sacks 38

Common
Granulated, Fine 1 60
Medium, Fine 1 75

SALT FISH
Cod
Large, whole @ 9 1/2
Small, whole @ 9
Strips or bricks 11 1/2@15
Pollock @ 6

Holland Herring
Standards, bbls. 13 50
Y. M. bbls. 15 00
Standard, kegs 85
Y. M. kegs 96

Med. Fat Split, 200 lbs 8 00
Laborator Split 200 lb 10 00
Norway 4 K, 200 lbs. 16 50
Special, 8 lb. pails 16
Scaled, in boxes 16
Boned, 10 lb. boxes 15

Trout
No. 1, 100 lbs. 7 50
No. 1, 40 lbs. 2 25
No. 1, 10 lbs. 90
No. 1, 2 lbs. 75

9

Mackerel

Mess, 100 lbs. 16 50
Mess, 40 lbs. 7 00
Mess, 10 lbs. 1 85
Mess, 8 lbs. 1 56
No. 1, 100 lbs. 15 50
No. 1, 40 lbs. 6 70
No. 1, 10 lbs. 1 75

Lake Herring
100 lbs. 4 00
40 lbs. 2 35
10 lbs. 58
8 lbs. 54

SEEDS
Anise 35
Canary, Smyrna 7 1/2
Caraway 70
Cardamon, Malabar 1 20
Celery 45
Hemp, Russian 7 1/2
Mixed Bird 9
Mustard, white 20
Poppy 70
Rape 10

SHOE BLACKING
Handy Box, large 3 dz. 3 50
Handy Box, small 1 25
Bixby's Royal Polish 85
Miller's Crown Polish 85

SCOTCH, in bladders 37
Macaboy, in jars 35
French Rapple in jars 43

SODA
Boxes, English 5 1/2
Kegs, English 4 1/2

SPICES
Whole Spices
Allspice, Jamaica 9@10
Allspice, lg. Garden @11
Cloves, Zanzibar @27
Cassia, Canton 14@15
Cassia, 5c pkg. doz. @35
Ginger, African @9 1/2
Ginger, Cochon @14 1/2
Mace, Penang @90
Mixed, No. 1 @17
Mixed, No. 2 @16
Mixed, 5c pkgs. dz. @45
Nutmegs, 70-80 @35
Nutmegs, 105-110 @30
Pepper, Black @28
Pepper, White @30
Pepper, Cayenne @22
Paprika, Hungarian

Pure Ground in Bulk
Allspice, Jamaica @15
Cloves, Zanzibar @30
Cassia, Canton @28
Ginger, African @18
Mace, Penang @1 00
Nutmegs @30
Pepper, Black @30
Pepper, White @32
Pepper, Cayenne @25
Paprika, Hungarian @45

STARCH
Corn
Kingsford, 40 lbs. 7 1/2
Muzzy, 48 lb. pkgs. 7
Kingsford
Silver Gloss, 40 lb. 7 1/2
Gloss
Argo, 24 5c pkgs. 95
Silver Gloss, 16 3lbs. 7 1/2
Silver Gloss, 12 6lbs. 8 1/2

Muzzy
48 lb. packages 7
16 3lb. packages 6 1/2
12 6lb. packages 8 1/2
50 lb. boxes 5 1/2

SYRUPS
Corn
Barrels 54
Half barrels 56
Blue Karo, No. 1 1/2 2 30
2 doz. 2 75
Blue Karo, No. 2, 2 dz. 2 75
Blue Karo, No. 2 1/2, 2 doz. 3 30
Blue Karo, No. 5, 1 dz. 3 25
Blue Karo, No. 10, 1/2 doz. 3 10
Red Karo, No. 1 1/2, 2 doz. 2 45
Red Karo, No. 2, 2 dz. 3 00
Red Karo, No. 2 1/2, 2 dz. 3 70
Red Karo, No. 5, 1 dz. 3 65
Red Karo, No. 10 1/2 doz. 3 45

Pure Cane
Fair 16
Good 20
Choice 25
Folger's Grape Punch
Quarts, doz. case 6 00

TABLE SAUCES
Halford, large 3 75
Halford, small 2 26

TEA
Uncolored Japan
Medium 20@25
Choice 28@33
Fancy 36@45
Basket-fired Med'm 28@30
Basket-fired Choice 35@37
Basket-fired Fancy 38@45
No. 1 Nibs 30@32
Siftings, bulk 9@10
Siftings, 1 lb. pkgs. 12@14

Gunpowder
Moyune, Medium 28@33
Moyune, Choice 35@40
Moyune, Fancy 50@60
Ping Suey, Medium 25@30
Ping Suey, Choice 35@40
Ping Suey, Fancy 45@50

Young Hyson
Choice 28@30
Fancy 45@56

10

Colong

Formosa, Medium 25@28
Formosa, Choice 32@35
Formosa, Fancy 50@60
English Breakfast
Congou, Medium 25@30
Congou, Choice 30@35
Congou, Fancy 40@60
Congou, Ex. Fancy 60@80

Ceylon
Pekoe, Medium 28@30
Dr. Pekoe, Choice 30@35
Flowery O. P. Fancy 40@50

TOBACCO
Fine Cut
Blot 1 45
Bugle, 16 oz. 3 84
Bugle, 10c 11 00
Dan Patch, 8 and 16 oz. 36
Dan Patch, 4 oz. 11 52
Dan Patch, 2 oz. 5 76
Fast Mail, 16 oz. 7 80
Hiawatha, 16 oz. 60
Hiawatha, 5c 5 76
May Flower, 16 oz. 9 36
No Limit, 8 oz. 1 86
No Limit, 16 oz. 8 72
Ojibwa, 8 and 16 oz. 40
Ojibwa, 10c 11 10
Ojibwa, 8 and 16 oz. 42
Petoskey Chief, 7 oz. 2 00
Petoskey Chief, 14 oz. 4 00
Peach and Honey, 5c 5 76
Red Bell, 16 oz. 3 96
Red Bell, 8 foil 1 98
Sterling, L & D, 5c 5 76
Sweet Cuba, canister 9 16
Sweet Cuba, 5c 5 76
Sweet Cuba, 10c 95
Sweet Cuba, 1 lb. tin 4 60
Sweet Cuba, 1/2 lb. foil 2 25
Sweet Burley, 5c L&D 5 76
Sweet Burley, 8 oz. 2 45
Sweet Burley, 16 oz. 4 90
Sweet Mist, 1/2 gro. 5 76
Sweet Mist, 8 oz. 11 10
Telegram, 5c 5 76
Tiger, 5c 6 00
Tiger, 25c cans 2 40
Uncle Daniel, 1 lb. 60
Uncle Daniel, 1 oz. 5 23

Plug
Am. Navy, 16 oz. 32
Apple, 10 lb. butt 41
Day's Work, 7 & 14 lb. 42
Drummond Nat. Leaf, 2 and 5 lb. 60
Drummond Nat. Leaf, per doz. 96
Battle Ax 32
Bracer, 6 and 12 lb. 30
Big Four, 6 and 16 lb. 32
Boot Jack, 2 lb. 90
Boot Jack, per doz. 96
Bullion, 16 oz. 46
Climax Golden Twins 49
Climax, 14 1/2 oz. 44
Climax, 7 oz. 47
Climax, 5c tins 6 00
Creme de Menthe, lb. 65
Derby, 5 lb. boxes 28
5 Bros., 4 lb. 66
Four Roses, 10c 90
Gilt Edges, 2 lb. 50
Gold Rope, 6 and 12 lb. 58
Gold Rope, 4 and 8 lb. 58
G. O. P., 12 and 24 lb. 40
Granger Twist, 6 lb. 49
G. T. W., 10 and 21 lb. 38
Horse Shoe, 6 and 12 lb. 44
Honey Dip Twist, 5 and 10 lb. 49
Jolly Tar, 5 and 8 lb. 40
J. T., 5 1/2 and 11 lb. 40
Kentucky Navy, 12 lb. 32
Keystone Twist, 6 lb. 45
Kismet, 6 lb. 48
Maple Dip, 16 oz. 32
Merry Widow, 12 lb. 32
Nobby Spun Roll 6 & 3 58
Parrot, 12 lb. 48
Patterson's Nat. Leaf 98
Peachey, 6, 12 and 24 lb. 47
Picnic Twist, 5 lb. 49
Piper Heldsieck, 4 & 7 lb. 49
Piper Heldsieck, per dz. 48
Polo, 3 doz., per doz. 48
Red Cross 32
Scrapple, 2 and 4 doz. 48
Sherry Cobbler, 8 oz. 33
Spear Head, 12 oz. 44
Spear Head, 14 1/2 oz. 47
Spear Head, 7 oz. 44
Sq. Deal, 7, 14 & 28 lb. 30
Star, 6, 12 and 24 lb. 44
Standard Navy, 7 1/2, 15 and 30 lb. 34
Ten Penny, 6 and 12 lb. 35
Town Talk, 14 oz. 33
Yankee Girl, 12 & 24 lb. 33

Scotch, in bladders 37
Macaboy, in jars 35
French Rapple in jars 43

SODA
Boxes, English 5 1/2
Kegs, English 4 1/2

SPICES
Whole Spices
Allspice, Jamaica 9@10
Allspice, lg. Garden @11
Cloves, Zanzibar @27
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Cassia, 5c pkg. doz. @35
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Ginger, Cochon @14 1/2
Mace, Penang @90
Mixed, No. 1 @17
Mixed, No. 2 @16
Mixed, 5c pkgs. dz. @45
Nutmegs, 70-80 @35
Nutmegs, 105-110 @30
Pepper, Black @28
Pepper, White @30
Pepper, Cayenne @22
Paprika, Hungarian

Pure Ground in Bulk
Allspice, Jamaica @15
Cloves, Zanzibar @30
Cassia, Canton @28
Ginger, African @18
Mace, Penang @1 00
Nutmegs @30
Pepper, Black @30
Pepper, White @32
Pepper, Cayenne @25
Paprika, Hungarian @45

STARCH
Corn
Kingsford, 40 lbs. 7 1/2
Muzzy, 48 lb. pkgs. 7
Kingsford
Silver Gloss, 40 lb. 7 1/2
Gloss
Argo, 24 5c pkgs. 95
Silver Gloss, 16 3lbs. 7 1/2
Silver Gloss, 12 6lbs. 8 1/2

Muzzy
48 lb. packages 7
16 3lb. packages 6 1/2
12 6lb. packages 8 1/2
50 lb. boxes 5 1/2

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Corn
Barrels 54
Half barrels 56
Blue Karo, No. 1 1/2 2 30
2 doz. 2 75
Blue Karo, No. 2, 2 dz. 2 75
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Blue Karo, No. 5, 1 dz. 3 25
Blue Karo, No. 10, 1/2 doz. 3 10
Red Karo, No. 1 1/2, 2 doz. 2 45
Red Karo, No. 2, 2 dz. 3 00
Red Karo, No. 2 1/2, 2 dz. 3 70
Red Karo, No. 5, 1 dz. 3 65
Red Karo, No. 10 1/2 doz. 3 45

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Fair 16
Good 20
Choice 25
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Fancy 36@45
Basket-fired Med'm 28@30
Basket-fired Choice 35@37
Basket-fired Fancy 38@45
No. 1 Nibs 30@32
Siftings, bulk 9@10
Siftings, 1 lb. pkgs. 12@14

Gunpowder
Moyune, Medium 28@33
Moyune, Choice 35@40
Moyune, Fancy 50@60
Ping Suey, Medium 25@30
Ping Suey, Choice 35@40
Ping Suey, Fancy 45@50

Young Hyson
Choice 28@30
Fancy 45@56

11

SPECIAL PRICE CURRENT

12

Sweet Lotus, 5c	5 76
Sweet Lotus, 10c	11 52
Sweet Lotus, per doz.	4 60
Sweet Rose, 2 1/2 oz.	30
Sweet Tip Top, 5c	50
Sweet Tip Top, 10c	1 00
Sweet Tips, 1/2 gro.	11 52
Sun Cured, 10c	98
Summer Time, 5c	5 76
Summer Time, 7 oz.	1 65
Summer Time, 14 oz.	3 50
Standard, 5c foil	5 76
Standard, 10c paper	8 64
Seal N. C. 1 1/2 cut plug	70
Seal N. C. 1 1/2 Gran.	63
Three Feathers, 1 oz.	48
Three Feathers, 10c	11 52
Three Feathers, and Pipe combination	2 25
Tom & Jerry, 14 oz.	3 60
Tom & Jerry, 7 oz.	1 80
Tom & Jerry, 3 oz.	76
Turkish, Patrol, 2-9	5 76
Tuxedo, 1 oz. bags	48
Tuxedo, 2 oz. tins	96
Tuxedo, 20c	1 90
Tuxedo, 80c tins	7 45
Union Leader, 5c coll	5 76
Union Leader, 10c	11 52
Union Leader, ready cut	11 52
Union Leader 50c box	5 10
War Path, 5c	6 00
War Path, 20c	1 60
Wave Line, 3 oz.	40
Wave Line, 16 oz.	40
Way Up, 2 1/2 oz.	5 75
Way Up, 16 oz. pails	36
Wild Fruit, 5c	6 00
Wild Fruit, 10c	12 00
Yum Yum, 5c	5 76
Yum Yum, 10c	11 52
Yum Yum, 1 lb. doz.	4 80

CIGARS

Peter Dornbos Brands	
Dornbos Single	
Binder	35 00
In 300 lots	10 00
Dornbos, Perfectos	33 00
Dornbos, Bismarck	70 00
Allan D. Grant	65 00
Allan D.	35 00
In 300 lots	10 00
Johnson Cigar Co.'s Brand	
Dutch Masters Club	70 00
Dutch Masters Inv.	70 00
Dutch Masters Pan.	70 00
Dutch Master Grande	65 00
El Portana	
Dutch Masters, 5c	
S. C. W.	
Gee Jay	
Johnson's Straight	
Above five brands are sold on following basis:	
Less than 300	35 00
300 assorted	35 00
2500 assorted	33 00
3% trade discount on 300 or more.	
2% cash discount on all purchases.	

Worden Grocer Co. Brands	
Worden's Hand Made	
Londres, 50s Wood	33 00

TWINE

Cotton, 3 ply	37
Cotton, 4 ply	37
Jute, 2 ply	20
Hemp, 6 ply	22
Flax, medium	35
Wool, 1 lb. bales	17

VINEGAR

White Wine, 40 grain	10
White Wine, 80 grain	13 1/2
White Wine, 100 grain	15 1/2

Oakland Vinegar & Pickle Co.'s Brands	
--	--

Highland apple cider	22
Oakland apple cider	17
State Seal sugar	14
Blue Ribbon, Corn	12 1/2
Oakland white pickling	12
Packages free.	

WICKING

No. 0, per gross	35
No. 1, per gross	45
No. 2, per gross	60
No. 3, per gross	90

WOODENWARE

Baskets

Bushels	1 00
Bushels, wide band	1 15
Market, drop handle	40
Market, single handle	45
Splint, large	4 00
Splint, medium	3 50
Splint, small	3 00
Willow, Clothes, large	
Willow, Clothes, small	
Willow, Clothes, me'm	

13

Butter Plates	
Ovals	
1/4 lb., 250 in crate	35
1/2 lb., 250 in crate	35
1 lb., 250 in crate	40
2 lb., 250 in crate	50
3 lb., 250 in crate	70
5 lb., 250 in crate	90
Wire End	
1 lb., 250 in crate	35
2 lb., 250 in crate	45
3 lb., 250 in crate	55
5 lb., 20 in crate	65

Churns	
Barrel, 5 gal., each	2 40
Barrel, 10 gal., each	2 55

Clothes Pins	
Round Head	
4 1/2 inch, 5 gross	65
Cartons, No. 24, 24s, bxs.	70

Egg Crates and Fillers	
Humpty Dumpty, 12 dz.	20
No. 1 complete	42
No. 2 complete	35
Case, medium, 12 sets	1 30

Faucets	
Cork lined, 3 in.	70
Cork lined, 9 in.	80
Cork lined, 10 in.	90

Mop Sticks	
Trojan spring	1 25
Eclipse patent spring	1 25
No. 1 common	1 25
No. 2, pat. brush hold	1 25
Ideal No. 7	1 25
12lb. cotton mop heads	1 75

Pails	
10 qt. Galvanized	3 25
12 qt. Galvanized	3 50
14 qt. Galvanized	4 00
Fibre	4 00

Toothpicks	
Birch, 100 packages	2 00
Ideal	85

Traps	
Mouse, wood, 2 hoels	22
Mouse, wood, 4 hoels	45
10 qt. Galvanized	1 55
12 qt. Galvanized	1 70
14 qt. Galvanized	1 90
Mouse, wood, 6 hoels	70
Mouse, tin, 5 hoels	65
Rat, wood	80
Rat, spring	75

Tubs	
No. 1 Fibre	16 50
No. 2 Fibre	15 00
No. 3 Fibre	13 50
Large Galvanized	11 75
Medium Galvanized	10 00
Small, Galvanized	8 75

Washboards	
Banner, Globe	3 75
Brass, Single	6 75
Glass, Single	3 75
Double Peerless	6 25
Single Peerless	5 25
Northern Queen	4 60
Good Enough	4 65
Universal	4 75

Wood Bowls	
13 in. Butter	1 75
15 in. Butter	3 15
17 in. Butter	6 75
19 in. Butter	10 50

WRAPPING PAPER	
Fibre Manila, white	8 1/2
Fibre, Manila, colored	
No. 1 Manila	8 1/2
Butchers' Manila	8
Kraft	10 1/2
Wax Butter, short c't	16
Wax Butter, full c't	20
Parchm't Butter, rolls	19

YEAST CAKE	
Magic, 3 doz.	1 15
Sunlight, 3 doz.	1 00
Sunlight, 1 1/2 doz.	50
Yeast Foam, 3 doz.	1 15
Yeast Foam, 1 1/2 doz.	85

Window Cleaners	
12 in.	1 65
14 in.	1 85
16 in.	2 30

AXLE GREASE	
1 lb. boxes, per gross	8 70
3 lb. boxes, per gross	23 10

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Fibre Manila, white	8 1/2
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Wax Butter, short c't	16
Wax Butter, full c't	20
Parchm't Butter, rolls	19



14

BAKING POWDER	
K C	
10c, 4 doz. in case	95
15c, 4 doz. in case	1 40
25c, 4 doz. in case	2 35
50c, 2 doz. plain top	4 50
80c, 1 doz. plain top	7 00
10 lb. 1/2 dz., plain top	14 00
Special deals quoted up- on request.	
K C Baking Powder is guaranteed to comply with ALL Pure Food Laws, both State and National.	

Royal	
10c size	90
1/4 lb cans	1 35
6 oz cans	1 90
1/2 lb cans	2 50
3/4 lb cans	3 75
1 lb cans	4 80
3 lb cans	13 00
5 lb cans	21 50

SALT	
Morton's Salt	
NEVER CAKES OR HARDENS	
FREE RUNNING	
SALT	
IT POURS	
MORTON SALT COMPANY	
Morton's Salt	
Per case, 24 2 lbs.	1 70
Five case lots	1 60

SOAP	
Lautz Bros. & Co.	
[Apply to Michigan, Wis- consin and Duluth, only.]	
Acme, 100 cakes, 5c sz	4 00
Acorn, 120 cakes	3 00
Climax, 100 oval cakes	3 50
Gloss, 100 cakes, 5c sz	3 75
Big Master, 100 blocks	4 25
Lautz Master Soap	3 75
Naphtha, 100 cakes	4 25
Oak Leaf, 100 cakes	4 00
Queen Anne, 100 cakes	4 00
Queen White, 100 cks.	4 00
Railroad, 120 cakes	3 00
Saratoga, 120 cakes	3 00
White Fleece, 50 cks.	2 50
White Fleece, 100 cks.	3 25
White Fleece, 200 cks.	5 50

Proctor & Gamble Co.	
Lenox	3 85
Ivory, 6 oz.	1 15
Ivory, 10 oz.	7 00
Star	3 40

Swift & Company	
Swift's Pride	2 85
White Laundry	3 50
Wool, 6 oz. bars	3 85
Wool, 10 oz. bars	6 50

Tradesman Company	
Black Hawk, one box	2 25
Black Hawk, five bxs	3 10
Black Hawk, ten bxs	3 00

Scouring	
Sapolio, gross lots	9 50
Sapolio, half gro. lots	4 85
Sapolio, single boxes	2 40
Sapolio, hand	2 40
Scourine, 50 cakes	1 80
Scourine, 100 cakes	3 50
Queen Anne Scourer	1 80

Soap Compounds	
Johnson's Fine	48 2
Johnson's XXX	100 5c
Rub-No-More	3 85
Nine O'Clock	3 50

WASHING POWDERS.	
Gold Dust	
24 large packages	5 00
100 small packages	4 15

Lautz Bros. & Co.	
[Apply to Michigan, Wis- consin and Duluth, only]	
Snow Boy	
100 pkgs., 5c size	4 00
60 pkgs., 5c size	2 55
48 pkgs., 10c size	4 00
24 pkgs., family size	3 75
20 pkgs., laundry size	4 15

Naphtha	
60 pkgs., 5c size	2 55
100 pkgs., 5c size	4 00

Queen Anne	
60 5c packages	2 55
24 packages	4 00

Oak Leaf	
24 packages	3 75
100 5c packages	4 00

FITZPATRICK BROTHERS' SOAP CHIPS	
White City (Dish Washing)	BBLs
Tip Top (Caustic)	210 lbs.
No. 1 Laundry 88% Dry	250 lbs.
Palm Soap 88% Dry	225 lbs.
	300 lbs.
SEND FOR SAMPLES	

WRITE
FOR
PRICES

The Only Five Cent Cleanser

Guaranteed to Equal the Best 10c Kinds

80 Can Cases \$3.00 Per Case

40 Can Cases \$1.60 Per Case

SHOWS A PROFIT OF 40%

Handled by All Jobbers

Place an order with your jobber. If goods are not satis-
factory return same at our expense.—FITZPATRICK BROS.

Yearly Invoice Record

The contract you enter into when you purchase fire insurance requires you to retain all invoices or keep a record of all purchases during the current year. Merchants who have small safes sometimes find it inconvenient to preserve all invoices intact. To meet this requirement, we have devised an Invoice Record which enables the merchant to record his purchases, as set forth in his invoices, so as to have a complete record in compact form for use in effecting a settlement in the event of a loss by fire. This Record is invaluable to the merchant, because it enables him to ascertain in a moment what he paid for and where he purchased any article in stock. Price \$2.

Tradesman Company

Grand Rapids

The Iron Safe Clause

in Fire Insurance Policies, which is frequently used as a club by unscrupulous insurance adjusters to coerce merchants who have suffered loss by fire to accept less than the face of their policies, has no terrors to the merchant who owns a York fire proof safe.

This safe is carried in stock and sold at factory prices by the Western Michigan representative of the York Safe & Lock Co.

GRAND RAPIDS SAFE CO.

GRAND RAPIDS, MICHIGAN

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

Mr. Merchant:

Do you want to sell your stock?
Do you need money?
Do you want a partner?
Do you want to dissolve partnership?
Do you want to increase the volume of business?

Do you want to cut your overhead expense?

Do you want to collect your outstanding accounts?

If you are interested in any of the above questions, write, wire or phone me for free information at my expense without obligating yourself in any way.

JOHN L. LYNCH,
Business Doctor.

28 So. Ionia Ave.,
Grand Rapids, Mich.

For Sale—Bargain for cash, grocery, store building and residence. Good town; good business. Lock Box 225, Brookport, Illinois. 15.

MERCHANTS—If you want to reduce your stock or close out at a profit secure my services. A record of fourteen years satisfying hundreds of merchants. A point to remember. I have no men in my employ—every sale given me has my personal attention from start to finish. If you deal with sales concerns who employ a number of men—a poor salesman is liable to be sent you. Here are two of my recent sales. Sold \$9,000 cash out of a \$14,000 stock in 10 days. Sold \$12,000 cash out of a \$20,000 stock in 15 days. A good live sale properly conducted has a value aside from the immediate proceeds. It not only brings new buyers to your store but it brings them at a time when the store is crowded with other buyers. There is a psychology about this that cannot be put into words, but a well filled store is conducive to buying. Cutting prices does not always sell the goods but intelligent advertising is what brings results. Wire or write me for particulars. W. A. Anning, 286 South Broadway, Aurora, Illinois. 16.

For Sale—Only shoe repair shop and exclusive shoe store in best town between Cadillac and Petoskey. Up-to-date machinery. Fine business. Good reasons for selling. For particulars address No. 17 care Tradesman. 17.

For Sale—General store with stock invoicing about \$1,200; building two story 30 x 42 feet with living rooms in back. Also five good lots. Price \$3,000 cash. Reason for selling is to settle estate. Address L. B. 162, Pullman, Mich. 19.

For Sale—Good clean stock of hardware, stoves, paints and oils; best location in town of 12,000 inhabitants. Stock and fixtures will invoice about \$10,000. McMullan & Higgins, Bowling Green, Ky. 20.

Bakery For Sale—Fully equipped to conduct a modern bakery, located in the best territory in Saginaw for a business of its kind. No competition. Space enough in store to add restaurant and other business needed in the vicinity. This bakery can be purchased for \$1,500. It inventories about \$2,500. Reason for selling made known to parties interested. Call or write B. G. Appleby Co., Saginaw, Michigan. 23.

For Sale—Wholesale hardware business. \$100,000 merchandise, \$20,000 net annual profits. Owner has opportunity to manage trust and guaranty business. Write Aca Agency, Gadsden, Ala. 24.

For Sale—Small general stock dry goods, groceries and shoes. Only shoe and dry goods stock in town of about 700. Cash business. Might consider a deal for a 40 to 80 acre farm or city property. Would sell or rent the brick building very reasonable. Lock Box 53, Vernon, Mich. 26.

For Sale—Stock of hardware, stoves, plows, farm implements and paints. Located in Western Pennsylvania, Washington County, Monongahela Valley, 29 miles from Pittsburgh. Stock and fixtures will invoice around \$3,000 to \$3,500. Will sell at invoice to a quick buyer, less 2 per cent. We will consider nothing but cash. No trade. Address Frye Hardware Company, Charleroi, Pa. 28.

Ice Cream and Confectionery—A good buy and now is the time to buy it. Well established and business increasing each year. Will be in Nashville, Michigan, Sundays until place is sold. M. L. Munson. 30.

Manufacturer Wants Traveling Men—Calling regularly on druggists, confectioners, grocers. Pocket samples, liberal commissions, open field. Address "Taylor Made" Choc. Chips, 29 Kazoo Street, Battle Creek, Michigan. 31.

For Quick Sale—Complete wet wash plant, 80 horse power boiler, 5 washers, 2 extractors, flat work ironer, including all belting, hangers, pulleys, etc. Long lease, cheap rent, new building. One of the finest complete outfits we ever announced. Better act quick. Detroit Laundry Machinery & Supply Company, 224 Twenty-first St., Detroit. West 3283 and 3284. 29.

Free For Six Months—My special offer to introduce my magazine, "Investing for Profit." It is worth \$10 a copy to any one who has not acquired sufficient money to provide necessities and comforts for self and loved ones. It shows how to become richer quickly and honestly. "Investing for Profit" is the only progressive financial journal and has the largest circulation in America. It shows how \$100 grows to \$2,200; write now and I'll send it six months free. H. L. Barber, 433-28 W. Jackson Blvd., Chicago. 800.

CASH REGISTERS—We buy, sell and exchange all makes of registers, also repair, re-build and refinish all makes. Let us quote you price from Vogt-Bricker Sales Co., 211 Germania Ave., Saginaw, Michigan. 646.

For Sale Cheap—Complete meat market fixtures. Write for information. Address Lock Box 336, Vicksburg, Michigan. 835.

General Merchandise and real estate auctioneer. Closing out and reducing stocks, address Leonard Van Liere, Holland, Michigan. 799.

Safes Opened—W. L. Stocum, safe expert and locksmith. 128 Ann St., N. E., Grand Rapids, Michigan. 104.

Exceptional Opportunity—To continue dry goods, clothing, furnishings and grocery business. All or part of stock and fixtures for sale. Building for sale or rent. No better location or town of 1,200 in State. Address No. 932, care Tradesman. 932.

The Merchants Auction Co., Baraboo, Wisconsin. The most reliable sales concern for closing out, reducing or stimulation. Write for information. 585.

Merchants Please Take Notice! We have clients of grocery stocks, general stocks, dry goods stocks, hardware stocks, drug stocks. We have on our list also a few good farms to exchange for such stocks. Also city property. If you wish to sell or exchange your business write us. G. R. Business Exchange, 540 Houseman Bldg., Grand Rapids, Mich. 859.

For Sale—General store consisting of dry goods, clothing, shoes, groceries and crockery. Stock including fixtures invoicing \$8,000. Would sell on part payment down. This store is located in a town of 800, fifteen miles from Saginaw. Owner has two stores and wishes to dispose of one. Address No. 2, care Tradesman. 2.

For Sale—Firmly established, nice, clean stock of groceries, hardware, paints, auto supplies and sporting goods situated in the best business town in Northern Michigan. Business established eighteen years. Reason for selling—wish to retire. Only those who mean business need reply. Stock will invoice \$19,000. Can be reduced. Address No. 712, care Tradesman. 712.

For Sale—Clean general stock in growing city of Fremont. Stock will invoice about \$12,000. Will rent or sell store building. Address No. 5, care Michigan Tradesman. 5.

For Sale—160 acres of land all under cultivation except 15 acres which will be broken this Spring, 25 acres in rye, 65 acres plowed ready for the seed, 45 acres broken last year; 1/2 mile from Bowman, county seat Bowman county, North Dakota. \$50 per acre, \$1,500 incumbrance. Will take \$1,500 to \$2,000 stock of merchandise in trade. Address Box 437, Bowman, North Dakota. 32.

I have some very desirable suburban lots at Wyoming Park to exchange for first-class stock of merchandise. Harry Thomasma, 707-709 Grand Rapids Savings Bank Bldg., Grand Rapids. 33.

For Sale—Photo studio with equipment; also circuit camera; good business. Former owner removed by death. Mrs. Florence E. Snaith, Middleville, Michigan. 34.

For Sale—Two chili parlors, located in business section. Enquire at 323 East Main St., Jackson, Michigan. 35.

Someone with \$700 to invest in a good and legitimate undertaking. Address J. M. Brust, 523 Lewis Ave., Billings, Montana, R. F. D. No. 2. 37.

Millinery Store For Sale—One of the best located and best equipped millinery stores in Grand Rapids. Beautiful fixtures. J. L. Lynch, 28 So. Ionia Ave., Grand Rapids. 50.

Will pay cash for whole or part stocks of merchandise. Louis Levinsohn, Saginaw, Michigan. 767.

Stocks Wanted—Write me if you want to sell or buy grocery or general stock. E. Kruisenga, 44-54 Ellsworth Ave., Grand Rapids, Michigan. 304.

Wanted—A first-class all around salesman, who understands the clothing, shoes and furnishings from A to Z. Good wages and steady position. State full particulars in first letter. A. Lowenberg, Battle Creek, Michigan. 12.

For Sale—Grocery and market with fixtures. Invoice about \$5,000. All cash business. Going into another line. Best small city in Central Michigan. Central location. Established 25 years. Address No. 963, care Tradesman. 963.

Real Estate Exchange. Stock Buyers of all kinds of merchandise. We exchange real estate for your stock of merchandise or will buy for cash and pay the highest dollar. Have you Detroit property for sale let us know at once. Perry Mercantile Co., 191 Hendrie Ave., Detroit, Michigan. 6.

For Sale—No. 4 Middleby Oven in good condition. Price very reasonable. Burge & Burge, South Haven, Michigan. 8.

WANTED

Salesmen between 25 and 40 years of age.

The best earning commission proposition is the sale of Twentieth Century Computing Scales.

A former grocer, meat dealer or experienced salesman will be given good territory with liberal commissions to represent us in all counties of Michigan. Ownership of a car is necessary. Surety bond required. Give references and experience with application.

The Standard Computing Scale Co.
DETROIT, MICH.

STORES, FACTORIES, AND REAL ESTATE bought, sold, exchanged. Write me if you are in the market to buy, sell or trade. Established 1881. Frank P. Cleveland, Real Estate Expert, 1609 Adams Express Bldg., Chicago. 826.

Store For Sale—In five country town in Ionia county. Groceries and furniture. Will invoice between \$1,200 and \$1,500. For cash \$1,000. Will trade for first mortgage on real estate equal to purchase. Address No. 970, care Tradesman. 970.

Cash Buyers of clothing, shoes, dry goods and furnishings. Parts or entire stocks. H. Price, 194 Forrest Ave. East, Detroit. 678.

General Merchandise Auctioneer—Ten years success closing out and reducing stocks. Reference any reliable merchant in Cadillac. Address W. E. Brown, Cadillac, Michigan. 530.

Lumber Yard For Sale—In good resort town. Doing good business. Good reasons for selling. For a bargain, get busy. R. E. Ashcroft, Lakeside, Michigan. 7.

Excellent opportunity for the right person, gentleman or lady. Small variety and china stock, new, for sale. Good town, good location, good trade. Rent very reasonable. Reason for selling, must change residence. Address Lock Box 82, Oxford, Michigan. 38.

For Sale—Only drug store in small R. town North on inland waters. Sources of trade farming, resorts and manufacturing. Have other business and must sell. For particulars address No. 39, care Michigan Tradesman. 39.

Drug Store For Sale—Northern New Mexico. Ideal climate for throat or lung trouble. Irrigated district. Owner, Maxwell Drug Co., Maxwell, N. M. 41.

For Sale—Drug store in Southern Michigan town. Good farming country. Owner wishes to retire. Address No. 42, care Tradesman. 42.

Variety Store For Sale—An exceptional opportunity to buy a going, up-to-date variety store in best town of 11,000 in Southern Minnesota. A live, modern store that is a money maker. \$12,000 will handle stock and fixtures. This is one rare opportunity for the man that wants to step into a live, profitable, cash business. For further particulars write Box 306, Albert Lea, Minn. 43.

Wanted—Location for grocery store or would buy stock at reasonable price in town of 1,000 or over. Will pay cash. C. E. Groves, Edmore, Michigan. 44.

For Sale—Clean hardware stock, well located in most rapidly growing portion of Grand Rapids. Good farming trade. Stock and fixtures will inventory about \$5,000. Chas. M. Owen, Attorney for trustee, 1019 Michigan Trust Bldg., Grand Rapids. 45.

For Sale—Complete saw mill plant. Double cut band mill, 70 M feet capacity 10 hours. Planing mill, lathe mill, electric light plant. Best kind of machinery in first-class condition. Ten good dwelling houses, office, store and boarding house. Complete water system to mills and all buildings. Located on 72 acres good land on navigable river with nearly one-half mile river front boomed for holding logs. Tug boat belongs to property; also 320 acres mixed timber land. This property is located on Great Northern Railway near Sandpoint, Idaho, not far from a large area of Government and individual white pine timber holdings which can be secured at very reasonable prices. The above property was taken on a debt and we will consider any offer for the entire plant, or will sell the machinery without the land and timber. Scandinavian-American Bank, Spokane, Wash. 46.

For Exchange—One lot, 122 x 125, vacant, just off Milwaukee avenue, in Chicago. Paved and all improvements in. Two houses and lots in Kalamazoo. Total value, \$8,500. Will exchange all for a good stock of dry goods and ready-to-wear or a general stock in a good town. Must be a good going business. Will pay some difference if necessary. J. A. Richardson, Kalamazoo, Michigan. 47.

For Sale—General store, best location in good farming town in North Dakota. Rent \$30 per month. Lease expires Dec. 1, 1918. Stock in best condition. Will invoice about \$9,000. Yearly sales \$28,000. Established nearly seven years. Money maker for anybody that wants to go into business. No trades considered. Address, A. Summerfield, Minnor, No. Dakota. 48.

For Sale—Grocery and crockery stock with fixtures located in a growing town of 1,500 surrounded by excellent farming region. Will inventory about \$4,500. Established over 35 years and doing a splendid business. Address No. 49, care Michigan Tradesman. 49.

Farm For Sale—80 acres six miles from Flint. All stocked, good teams, cows, chickens, implements, etc., complete. Will sell for cash or trade for clothing stock. J. L. Lynch, 28 So. Ionia Michigan Tradesman. 49.

For Sale—Grocery and market with fixtures. Invoice about \$5,000. All cash business. Going into another line and must sell by April 1. Best small city in Central Michigan. Central location. Established 25 years. Address No. 963, care Tradesman. 963.

Wanted To Buy—I am ready to pay spot cash for a clothing stock, dry goods store or general merchandise. Let me know at once what you have. J. P. Lynch, 44 So. Ionia Ave., Grand Rapids. 986.

Wanted—Iceless soda fountain. Must be in good condition and cheap for cash. Will H. Sewell, Perrinton, Mich. 989.

For Sale—Established, incorporated, commercial agency with large clientele; 6 per cent. dividends in 1916. Business rapidly. Require about \$10,000. The Wisconsin Rating League, Oshkosh, Wisconsin. 991.

Have Splendid Location—5c to 1¢ store; 5,000 population. Several farming districts in immediate vicinity. Good business town. Will manage store commission basis; am long experienced. Will exchange references. Let's get together. Address Livewire, care Tradesman. 992.

For Rent—Dandy brick structure and only hotel in Athens, Michigan. Get busy. \$30 month. Communicate, J. C. Studley, Battle Creek, Michigan. 981.

HELP WANTED.

If you are an experienced dry goods man with a good character, and a hustler and are open for a position that has opportunities, write at once to Jacobson Bros., Greenville, Michigan. 36.

Wanted At Once—A young man with one or two years experience in drug store. Address No. 18 care Tradesman. 18.

Wanted—Two experienced clerks, one grocery—other hardware. Address John Hansen, Edmore, Michigan. 982.

POSITION WANTED.

Wanted Position—As manager retail grocery or traveling salesman. D. P. G., care Tradesman. 40.

Review of the Grand Rapids Produce Market.

Apples—Baldwins, \$5.50@5.75 per bbl.; Ben Davis, \$4.25 per bbl.

Asparagus—75c per doz. bunches.

Bananas—Medium, \$1.50; Jumbo, \$1.75; Extra Jumbo, \$2; Extreme Extra Jumbo, \$2.50 up.

Beans—A carload of medium was sold at \$10 per bu. Tuesday.

Beets—\$1 per doz. bunches for new.

Brussel's Sprouts—20c per qt.

Butter—The market is very firm on account of the extremely light receipts and good home demand. The situation in undergrade creameries is especially firm, due to the extremely large consumption of that class of butter. No relief is looked for within the next week or ten days, as producing sections have been very cool and backward. Local dealers hold fancy creamery at 43c and cold storage creamery at 37c. Local dealers 31c for No. 1 in rolls, 33c in jars and 27c for packing stock.

Cabbage—New command \$12 per 90 lb. bbl.

Carrots—\$2 per 100 lbs.

Cauliflower—\$2.75 per doz.

Celery—Florida, \$3.50 per box of 3 or 6 doz.; \$3.25 per box of 8 doz.; California, 75@ \$1 per bunch.

Cocoanuts—\$7 per sack containing 100.

Eggs—The market is very firm, with a heavy consumptive demand and moderate receipts. The receipts are lighter than for the corresponding period of 1916, but better receipts are looked for soon and the general opinion is that eggs have come very close to reaching the top. No marked change is looked for, however, until the advent of warmer weather. Some eggs are being packed for storage at phenomenal prices. Local dealers now pay 33c for fresh, holding case count at 34c and candled at 35c.

Figs—Package, \$1.25 per box; layers \$1.75 per 10 lb. box.

Grape Fruit—\$4.50@5.50 per box for Florida or Cuban.

Green Onions—25c per doz. bunches for Illinois or home grown.

Honey—18c per lb. for white clover and 16c for dark.

Lemons—California are selling at \$4.50 for choice and \$4.75 for fancy.

Lettuce—12c per lb. for hot house leaf; \$2 per hamper for Southern head; \$3.75 per crate for Iceburg from California.

Maple Sugar—30c per lb. for pure.

Maple Syrup—\$1.50 per gal. for pure.

Mushrooms—\$1 per lb.

Nuts—Almonds, 18c per lb.; filberts, 16c per lb.; pecans, 15c per lb.; walnuts, 16c for Grenoble, 15½ for Napa.

Onions—Texas Bermudas command \$3.75 per 45 lb. crate for yellow and \$4 for white.

Oranges—California Navals, \$3@ 3.50.

Peppers—Southern command \$1 per basket.

Oysters—Standard, \$1.40 per gal.; Selects, \$1.65 per gal.; New York Counts, \$1.90 per gal.; Shell oysters, \$8.50 per bbl.

Pop Corn—\$2 per bu. for ear, 5½ @ 6½ per lb. for shelled.

Potatoes—The market is about the same as a week ago, local jobbers

asking \$3.20 per bu; new, \$4.25 per 45 lb. hamper.

Poultry—Local dealers pay as follows, live weight: old fowls, light, 22 @ 23c; heavy (6 lbs.) 24@25c; springs, 23@24c; turkeys, 22@25c; geese, 16@ 18c; ducks, 23@24c. Dressed fowls average 3c above quotation.

Radishes—30c per doz. bunches for small.

Rhubarb—Illinois, 5c per lb. or \$1.75 per 40 lb. box.

Squash—Button, 5c per lb.

Strawberries—\$3 for 24 pts.; \$5.75 for 24 qts. Louisiana.

Sweet Potatoes—Kiln dried Delaware Jerseys, \$3 per hamper.

Tomatoes—\$6 for 6 basket crate, Florida. Very scarce.

Turnips—\$2 per 100 lbs.

Marquette Retailers to Re-Adjust Credits.

Marquette, April 23—Because the requirements of the meat packers and other wholesalers have become so stringent all butchers and some of the grocers of the city have taken steps to establish a cash or time-credit basis. The butchers met last Thursday night, and, while no definite action was taken, the suggestion that either a cash or two-weeks credit basis be established was generally approved, the latter suggestion being particularly favored.

"The packers now want weekly settlements, and we must re-adjust our retail terms in order to meet their demand. Although no definite action has been taken it is likely that a two weeks' credit basis will be established. The men higher up are taking no chances, and we are forced to follow their lead. The new plan, whatever it is, will affect every butcher in the city."

"The grocers will also be forced to re-organize their credit systems if they are to continue in business," another merchant said. "The exorbitant prices asked by the wholesalers have so affected our business that we are compelled to ask much more money for some of our goods, and even at that we are not realizing any more profit than in past years."

There is also another phase of the problem which has prompted most of the merchants to take drastic steps for self preservation. The majority of them are burdened with a generous share of bad accounts—accounts which bear no immediate prospects for payment, on any basis. These, naturally, continue to grow, it is pointed out, and thus just that much of the business remains indefinitely on the loss side of the merchant's accounts. A cash or time-credit system would, it is believed, eventually straighten out these dead accounts, and would enable the merchant to conduct his business on a more serviceable and efficient plan.

Several of the merchants, in discussing the proposed change, are averse to the cash basis, in view of the loss of time which it would necessitate. A grocery delivery team makes, on the average, six deliveries a day, three in the morning and three in the afternoon. If a cash basis were effected the driver would automatically become the collector and would be responsible for the monetary transactions. He would have to collect from each customer as he delivered the goods, and would probably be detained for five or ten minutes on each call. The time thus lost, the merchants point out, would doubtless mean that no more than two trips a day could be made by each team.

Guy W. Rouse and E. D. Winchester went to New York early in the week to arrange for ample supplies of sugar to tide over the present emergency.

Insurance Legislation Secured.

The new insurance code passed both houses of the Legislature and is now being engrossed for the Governor. He has stated that he will give it his approval. But for the timely appearance of Hon. Milo D. Campbell on the scene of action, all the repulsive features of the old laws would have been included in the new measure. Mr. Campbell worked so hard and so effectively that he was able to secure the elimination of some of the most iniquitous features of the present anti-discrimination law. Senate Bill No. 178, which provides for the incorporation of mutual fire insurance companies on approved plans, was embodied in the code and enacted without the change of a word in the text. The Tradesman expects to see the Retail Grocers and General Merchants' Association incorporate an insurance company under this law. The directors of the Grand Rapids Merchants Mutual Fire Insurance Co. have already voted to re-organize under the new law as soon as it goes into effect, which will be ninety days after the Governor affixes his signature to the measure.

Trading Stamp Case Re-Submitted.

The case of People vs. Sperry & Hutchinson Co., involving the validity of the law enacted by the Legislature prohibiting the use of trading stamps in Michigan, was re-submitted on briefs April 20. A decision in the matter is promised in June.

William J. Klein has engaged to travel for the Michigan Hardware Co., covering Wayne, Washtenaw, Jackson, Calhoun, Kalamazoo, St. Joseph, Cass, Van Buren and Berrien counties. Mr. Klein was on the road two years for the Fletcher Hardware Co. and for the past four years has represented the Delamater Hardware Co. in the same territory he now proposes to cover for his new connection. Mr. Klein is full of vim and enthusiasm and looks forward to his initial visits to his trade under the new auspices with much pleasure.

Corn Syrup—The market is quieter as a result of the steady advance. Confectioners are buying for needs, the same being true of other consuming interests. Deliveries are delayed.

A man isn't necessarily a failure because he has failed.

BUSINESS CHANCES.

\$200 takes my cleaning, pressing and tailoring shop, worth twice the amount for a good independent living. Swanson, the Tailor, 221 E. Main, Jackson, Mich. 52

AN ARMY OF MICHIGAN MERCHANTS—Has engaged us to close out their stocks of merchandise by our personally conducted special sales in the past sixteen years. We specialize in shoes, clothing, dry goods and general stocks. We also buy stocks outright. Greene Sales Co., Jackson, Mich. 53



Five Stories Completed April, 1917

HOTEL BROWNING GRAND RAPIDS NEWEST

Fire Proof. At Sheldon and Oakes.
Every Room with Bath.
Our Best Rooms \$2.50, others \$2 and \$1.50.
Cafeteria - Cafe - Garage



THE SHORT LINE BETWEEN GRAND RAPIDS AND

CHICAGO

FARE \$2.75 VIA

MICHIGAN RAILWAY CO.
(Steel Cars—Double Track)

Graham & Morton Line
(Steel Steamers)

Boat Train CONNECTING
FOR THE BOAT
Leaves Grand Rapids Interurban Station
Rear Pantlind Hotel

EVERY NIGHT AT 7:00 P.M.

SEED POTATOES

Fancy Colorado and Red River
Minnesota Early Ohios

\$3.50 per Bushel

Supply Limited

Write Us Today if Want Pure Early Seed

KENT STORAGE CO.
GRAND RAPIDS MICHIGAN